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20P

The great prize draw

21,000 tickets for the National Lottery to be won. Details and token, page 5

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The Saudi deals

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Call off the newshounds

Brenda Maddox suggests new media rules to protect young royals, p23

THE TIMES

WEDNESDAY OCTOBER 12 1994

No. 65,083

Call for rejection of federal state Lamont ends Tory truce on Europe

By Philip Webster, Political Editor

THE Conservative party's uneasy truce on Europe was shattered last night after Norman Lamont raised the prospect of Britain leaving the European Union and prompted a fresh outbreak of fighting between rival Tory factions.



Lamont opened old wounds on Europe

The former Chancellor told a fringe meeting on the opening day of the Bournemouth conference that if the Government did not reject outright a federal superstate, the issue would "poison" Tory politics for years to come. In another jibe at John Major he said: "It has recently been said that the option of leaving the community is unthinkable. I believe this attitude is simplistic."

He accused Mr Major of deceiving the public into thinking that the European argument was going Britain's way and of "wishful thinking" over the European single currency, severely damaging the Prime Minister's hopes of presenting a united front as he tries to fight back against Tony Blair.

suggest that we will help ourselves by putting off into the clear blue sea is unrealistic, unconstructive and wrong."

David Hunt, the Cabinet "troubleshooter", said: "The last thing we should do is to withdraw from Europe or withdraw from the heart of Europe. We must fight for Britain within Europe."

Pro-Europeans, reacted angrily. Lord Plumb, leader of the Tory Euro-MPs, said: "When we take our message into Europe we will only win by persuasion, by argument, by influence, by winning and keeping friends — isolation is not an option."

on the future of the EU: go for membership of a European Economic Area, or back an outer tier of Union membership. "We deceive the British people and we deceive ourselves if we claim that we are winning the argument in Europe," he said. "There is no argument in Europe. There is Britain's point of view and then there is the rest of Europe."

At a separate fringe meeting, Lord Tebbit said: "We must do more to raise the alarm at the extent and the speed of the destruction of our system of law, our Parliament and our conventions of government which have stood us in good stead over the centuries."

"I have little doubt that if this country made plain that it could never enter a political union with the continental powers and would veto any such plans, that would deal a fatal blow to the ambitions of those who seek... to create a European state."

But in his conference speech Mr Hurd urged the Tories to rally round the Government's vision of a multi-speed, multi-layered Europe. He insisted that Britain's interests were served by "steering Europe our way" rather than "kicking over the table".



Baroness Thatcher showing signs of strain when she appeared on the Tory conference platform yesterday

Gaunt Thatcher shocks party faithful

By Alice Thomson, Political Reporter

TORY representatives were shocked yesterday by the pale and gaunt appearance of Baroness Thatcher when she appeared on the platform during a brief visit to the party conference in Bournemouth.

Lady Thatcher, under strain because of the controversy over the role of her son Mark in the Saudi arms deal, looked frail and tired. Her face was pale and plastered with rouge.

good," he said, pointing out that she was only three days from her 69th birthday. Elizabeth Buchanan, one of her aides, said the former Prime Minister had had some teeth out two months ago and had been on a soup diet. "She is not on the F-plan or anything else," she said. "She is just watching her food. Yes, she is very tired, but she still looks terrific."

Lady Thatcher has also returned to comfort clothes. She wore her favourite colour — imperial purple — for breakfast and an old royal blue suit and battered black patent handbag for the platform. Even her hair has returned to the tight helmet of the early 1980s.

She had to endure five hours of publicity before she was catching a plane for Dallas where she will receive a university honorary degree and see her grandchild. However, her son Mark will not meet her during her visit. Arriving at the conference promptly at 10am, Lady Thatcher stopped briefly to wave for photographers before hurrying into a hotel chalet for a "chat" with John Major. A smile was fixed on her face as she was asked repeatedly if her son had done anything wrong. She mumbled that she had been absolutely satisfied that the £20 billion al-Yamamah contract was properly negotiated.

Party managers were determined that Mark Thatcher's business dealings should not derail the conference. "All these allegations have been denied before and I do not think it profits politics to throw unfounded allegations around," David Hunt, Citizen's Charter Minister, said. Alan Clark, who served Lady

Big Gulf build-up goes on as Iraqis pull back

By Michael Evans in London and Ian Brodie in Washington

IRAQ has begun shifting its troops from combat positions near the Kuwait border, but President Clinton's huge build-up of US forces — with 155,000 additional ground troops on alert — will go on, said General John Shalikashvili, Chairman of the US Joint Chiefs of Staff, yesterday.

Despite broad movement of Iraqi troops, he said, there were considerable units remaining. The US had no indication where those on the move were heading, other than to assembly areas and rail sidings for potential loading of equipment on trains.

As the first group of 200 Royal Marines from 45 Commando based in Arbroath, Tayside, left last night from Edinburgh for Kuwait, the Pentagon gave details of reinforcements. Malcolm Rifkind, the Defence Secretary, said yesterday that Britain would make a bigger contribution if required.

So far there are nearly 19,000 military personnel from all the US services, including the air force, in the region, with another 44,570 preparing to head there, including about 17,000 soldiers, 19,000 Marines, nearly 500 naval personnel, and about 7,650 from the air force. Special operations command has also sent more than 170 elite troops to Kuwait and plans to deploy another 200. It is likely that British SAS units will also have left for Kuwait.

Boarding fees to top £4,000 a term

By Ben Preston, Education Correspondent

A SELECT group of boarding schools has broken the £4,000-a-term fees barrier in spite of efforts by the private sector to restrict increases.

Figures published by the Independent Schools Information Service show fees have

Arts	35-37
Births, marriages, deaths	20
Business	25-31
Bridge	11
Chess	11-23
Media	23
Obituaries	21
Sport	42-46.48
Times Today	24
Weather	24
TV & Radio	46.47

Today's figures show Eton College (£4,128 a term), St Paul's School (£4,019), Roedean School (£4,135) and Benenden School (£4,050) are among those charging boarders more than £12,000 a year for the first time.

Westminster School, which topped *The Times* survey of A-level examination results this summer, charges boarders £4,300 a term. Winchester College, which came fourth, costs £4,262.

Killings may be linked

A mother was found stabbed to death in her home yesterday after she returned from taking her seven-year-old daughter to school.

The body of Kathleen Hempsall, aged in her early thirties, was found in her home in Lincoln, only 20 miles from where Julie Pacey was found strangled in her home two weeks ago.

Deng 'put on life support machine'

A report last night claimed that Deng Xiaoping, China's paramount leader, was in a coma after being taken to hospital in late September. The South Korean news agency said that Deng, 90, was being kept alive on a life support system.

Agency sold for £1

After losing more than £200 million in its estate agency business, Nationwide, Britain's second largest building society, has thrown in the towel and sold its chain to Hambro Countrywide for £1. Page 25

Booker Prize judge calls winning work a 'disgrace'

By Dalya Alberge, Arts Correspondent

IN A decision described as "a disgrace" by one of the judges, a novel whose text is littered with expletives on practically every page has won the 1994 Booker Prize for fiction.

The £20,000 award was presented to James Kelman, the Glaswegian author, for *How late it was, how late*, at a Guildhall ceremony in London last night. With 21 repetitions of a four-letter word in the first three pages, the novel is a gritty account of urban poverty as an ex-convict attempts to go straight in Glasgow.

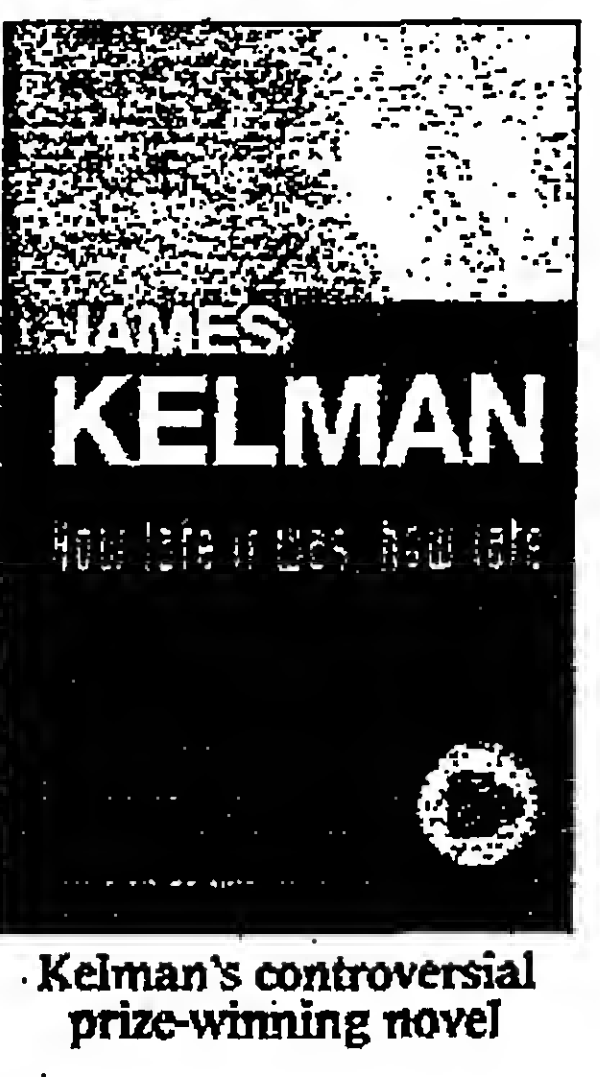
The final judging session lasted more than 2½ hours, with the judges keenly divided. One privately suggested resigning if Kelman was picked, although one reviewer has likened his talent to Zola and Beckett.

unhappy. Kelman is deeply inaccessible for a lot of people. If there had been more women on the jury, this would never have happened."

In 1971 Malcolm Muggeridge resigned as an adjudicator over the shortlisted novels being "so full of four-letter words and every variety of sick erotica". Ron Pollard, a consultant to Investment Gold, the financial bookmakers, said: "I detested the Kelman. It went straight into the dustbin. It winning will mean the complete works of *Playboy* winning next year."

Although writers such as Beryl Bainbridge and Ben Okri were among the guests, the usual smattering of politicians and leading arts figures such as Lord Gower and Melvyn Bragg were conspicuous by their absence at last night's ceremony.

Kelman was born in Glasgow in 1946. His books include *Not while the giro* and *Greyhound for Breakfast*, which won the 1987 Cheltenham Prize. His last novel, *A Disaffection*, was shortlisted for the 1989 Booker, which was won by Kazuo Ishiguro.



Kelman's controversial prize-winning novel

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SINGAPORE AIRLINES

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Leading article, page 19



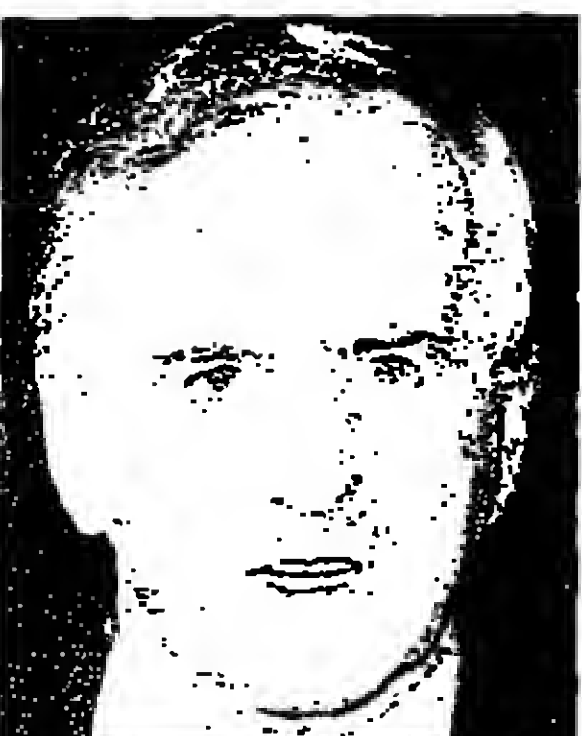
Reynolds warns peace process is in danger

By NICHOLAS WATT, IRELAND CORRESPONDENT

ALBERT Reynolds, the Irish Prime Minister, told John Major yesterday that the peace process could be endangered if the British Government fails to respond to the IRA ceasefire.

Amid signs that Dublin is rapidly losing patience with Britain's cautious reaction, Mr Reynolds called on Mr Major to underpin the peace process by accelerating his response to the truce.

He told the Irish parliament: "I have expressed my concerns to John Major on the telephone in recent times... No vacuum can be allowed to develop which would endanger the process... I believe that the time has come to accelerate the response of the British Government to ensure



Reynolds: Britain is being too cautious

that all of us are seen to underpin the peace process."

Mr Reynolds, who met the Sinn Féin leader Gerry Adams last month, is irritated that Mr Major has refused to endorse the truce, which has held for six weeks. However, British officials say they cannot move until the Government is satisfied that the ceasefire is permanent and until ministers have persuaded Unionists there are no secret deals with Republicans.

Mr Reynolds also said he was encouraged that Loyalist paramilitaries were debating whether to declare a ceasefire. His comments followed news

that Protestant paramilitaries at the Maze Prison near Belfast had held discussions with Loyalist politicians. Leaders of a delegation, who met members of the outlawed Ulster Defence Association and the Ulster Volunteer Force at the prison, were optimistic yesterday and said their discussions had removed an obstacle to a Loyalist ceasefire.

Their comments came after the Northern Ireland Office sanctioned the Maze meeting as Loyalists launched an intense debate on whether to call a ceasefire.

David Ervine, of the Progressive Unionist Party, who met UVF members in the Maze, said the talks had brought a ceasefire closer. Confidence within the Unionist community was growing, and if that could be transferred to Loyalist inmates then there could be progress. "Northern Ireland was a very jitters place at the time of the IRA ceasefire. People were frightened about secret, surreptitious deals — the creeping pariah of republicanism. But confidence has grown."

John White, of the Ulster Democratic Party, who met UDA prisoners, said a ceasefire had been discussed in great depth. Prisoners had made clear they would reject a political settlement which eroded Northern Ireland's constitutional position within the United Kingdom.

The IRA ceasefire has provoked one of the most intense debates among Loyalist paramilitaries in the history of the Troubles. Many are reluctant to call a truce because they have scores to settle with the IRA and because they fear that London and Dublin may concoct a political settlement above their heads.

However, John Major's cautious reaction to the IRA ceasefire and his pledge to hold a referendum on the outcome of talks in Northern Ireland, has been warmly welcomed by Mr Ervine.

Vision from the deep sails through media storm

"She's coming," whispered a maid-in-waiting dressed all in white like a temple virgin.

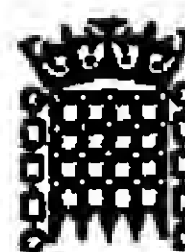
It was 9.30am. Down at the Conference Centre the Reverend Geraint Edwards was leading the faithful in prayer. "We have preferred shadows to reality," he was declaring. "Guilt and shame weigh us down." But we had barked prayers and were waiting for her. We heard the purr of a Daimler. It ceased.

Up she came, like Aphrodite from the sea, or a monster from the deep, depending on your viewpoint. Assembled above the steps to the Highcliff Hotel, our view out was straight down to the Atlantic. From this Lady Thatcher seemed to rise in a thin mist and imperial purple pecking her way up the steps

in that partridge-in-a-hurry style of hers. "Tense but majestic," describes her.

"Aren't you distressed at the allegations?" shouted several rude journalists at the celestial being. Lady Thatcher almost paused as if to suggest she might have heard the question then sailed on — as if to suggest that she had decided not to. She went in, still purple, for coffee. "Go inside the monster washing machine," the poster outside the Persil Road Show assembled in the town centre was calling. "Go through the tunnel of horrible stains!" Hours later she emerged from the hotel in royal blue and made her way down to the conference.

Lady Thatcher had missed William Waldegrave's debut as Agriculture Minister. His



MATTHEW PARRIS

POLITICAL SKETCH

intelligent speech met a sort of bemused tolerance from its Tory audience. No rabble rouser, Mr Waldegrave failed to achieve applause for English apples but just managed to prompt a cheer for Cheddar Cheese. He sat down.

Lady Thatcher, still blue, sailed out onto the rostrum. Where once the applause had been ecstatic it was now sympathetic. It needed to be. She was to hear a speech on local government by David Curry. This new appointment is immensely brainy and rather sensible but talks as might a fridge-freezer granted the

gift of speech. On and on he went. I recalled an office memo from Mrs Thatcher's private secretary in 1978: "MT does not like to listen to colleagues' speeches."

MT gazed, rapt into the blue fuzzy felt of the backdrop grinding her teeth. No one has ever seen so much fuzzy felt. Everything is covered in it. Those with Velcro fastenings to their clothes should beware of sitting down with the platform party lest, in rising, they are undone. Onto the Velcro are fixed, in letters of expanded polystyrene, the words "Britain growing stron-

ger" — as though the nation had recently been the victim of a hit and run accident. One suspect, an elderly Lady in blue, was invoking the right to silence yesterday.

Curry wasn't. At first convinced that he had been chosen as a punishment for Lady Thatcher, we soon wondered (as he overshot and ate into the time allocated for Jeremy Hanley) whether he was filibustering Hanley out, in a desperate attempt at gaff limitations. But the party chairman spoke well, when allowed. He joked, fibbed and entertained, embracing at last his destiny as the one who dresses as Father Christmas at Central Office parties. He's likeably bouncy and will look good on TV. A hundred Springer spaniel pups were

probably named Jeremy yesterday. There was a point, however, as he animated a joke about cars with the wawawaw noise of a starter motor and the beep-beep of a hooter, when I feared lest anyone entering the hall late should hear the Tory chairman going "wawaw", "beep-beep!", "wawaw", and conclude that the pressure had been too much.

Later, Douglas Hurd was heard respectfully, as befitted the last man in British politics to talk of allied navies "off-shore" at Kuwait. He must go there that very night. He told an understanding audience. It is really very good of Saddam Hussein to go to such lengths to spare the Foreign Secretary the pain of attending an entire Tory conference.

Raw voice brooks no argument

By MAGNUS LINKLATER



Kelman has promoted radical Scottish campaigns for the common man whom he feels he represents

JAMES Kelman has won the Booker Prize because of, rather than in spite of, the language which some of his critics found such an offensive barrier to understanding. It is ten years since a previous Booker judge rejected a Kelman novel because he considered it one of the worst books to have been submitted to the competition and objected that it was "written entirely in Glaswegian". This time around that raw Glaswegian

is precisely the quality the judges have picked out. More than any Scottish writer since Hugh MacDiarmid, Kelman has sought to capture an authentic voice — the voice of a dispossessed class from the city's housing schemes, a world where few Booker judges would care to step.

He explains the language thus: "All I want to do is to write as well as I can from within my own culture and community, always going more deeply into it. It's therefore just logical that I should write a novel like this, becoming more at home with these linguistic rhythms."

The language, liberally spattered with four-letter words, becomes a literary, in Kelman's work, of suffering and anger. It takes the reader inside the head of his character, a Glasgow vagrant who wakes up blinded after a beating at the hands of the police. Thereafter we follow him as he tries to make sense of a world he cannot see, but which he understands from instinct. Unlike MacDiarmid, who drew inspiration from all the languages of Europe to create an artificial Scots, Kelman's is true to life, its rhythm, for all its harshness, immediately recognisable. After a time the four-letter words become an almost im-

perceptible part of the background.

His own background is the downtrodden working-class of Glasgow into which he was born in 1946, one of five sons of a picture-restorer and frame-gilder. He left school at 15 and worked on a series of manual jobs, including a spell on the buses which inspired his first published work. He has joined fellow-writers from the West of Scotland, such as Alasdair Gray, William McIlvanney and Jeff Torrington in radical Scottish campaigns for the common man that he feels he represents. But political dogma does not intrude.

"Essentially I'm a storyteller," he told Catherine Lockerbie, literary editor of *The Scotsman* recently. "The story comes first. Authorial intrusion is out. I don't thrust my own thoughts down the throats of my characters. Why should that be surprising? Good art is usually free of political dogma."

Kelman's Scottishness may — as it has for others, including MacDiarmid — alienate him from southern readers, but there is a sneaking admiration nevertheless for the sheer uncompromising nature of his writing. His influence on Scottish writing in general cannot be overestimated. There is a new generation which has grown up in his shadow and owes its strength of dialogue and the feel for language to Kelman's integrity. His characters are survivors, not protesters, but from them a view of the world emerges which strikes a deep chord in the Scottish psyche. Perhaps now it can be exported south as well.

Prize controversy, page 1
John Bayley, page 16
Diary, page 18

BR cuts 1,500 jobs to prepare for sale

By TIM JONES, TRANSPORT CORRESPONDENT

MORE than 1,500 white-collar British Rail staff are to lose their jobs in the latest stage of rail privatisation.

The redundancies will be made at British Rail Infrastructure Services (BRIS), which is subcontracted to Railtrack to maintain track and signalling equipment across the network.

Unions will be given details of the cuts next week. BR said it was confident they could be achieved through natural wastage or voluntary redundancy. The job losses were condemned by Labour, which said they were a result of the fragmenting of the railway industry for privatisation.

Frank Dobson, shadow Transport Secretary, warned

potential buyers of Railtrack that a Labour government would not be bound by any present undertakings and would return the railway system to public ownership and control.

Mr Dobson said: "The Government's original first priority was to sell franchises to companies to operate trains on the track owned by Railtrack. The new talk of selling Railtrack first is an admission that the Government can't find anybody to buy the franchises to run privatised lines."

A spokesman for the RMT rail union said: "There is a clear pattern of privatisation meaning job losses. BRIS is trying to get rid of jobs before they go into the private sector."

Pregnant workers win right to return

New legal rights that protect women workers against dismissal for pregnancy, even if they have been in their jobs only one day, come into force on Sunday. Lawyers are already warning employers that failure to comply with the new maternity laws could cost them many thousands of pounds in compensation or put them in the criminal courts.

A pregnant woman will have the right to return to work after 14 weeks of maternity leave however short her previous employment. The laws bring protection from dismissal to thousands of women who previously had to work for two years before being entitled to statutory maternity leave, or for five years if they were part-time. They will also have the right to return to the same job or one with no less favourable terms and pay. Where women have better contractual arrangements, these will remain unaffected.

Sect banker identified

Camille Pilet, third leader of the Order of the Solar Temple cult, has been identified among the 23 corpses found in the Swiss village of Cheiry last week, the judge leading the inquiry said yesterday. Pilet, 68, said to be the cult's banker, was once sales director of a Swiss watchmaking firm. Luc Jouret, the cult's leader, is still missing.

Blitz on dirty lorries

Drivers of lorries that seriously pollute the atmosphere are to be ordered off the road in a package of measures designed to allay growing fears over the link between public health and air quality. Dr Brian Mawhinney, the Transport Secretary, said yesterday that he was launching an immediate "blitz" against lorries with unacceptable emission levels.

Pools jackpot to hit £8m

Pools jackpots could soar to more than £8 million under changes to be introduced next month. People of 16 and above will be able to play the pools, while shops and public houses will distribute coupons and collect entries and stake money. Pools firms lobbied for the changes to enable them to compete on more even terms with the National Lottery.

Stolen casket recovered

A stolen medieval casket said to have contained the bones of Petroc, the patron saint of Cornwall, has been found in North Yorkshire. The Bishop of Truro, the Right Rev Michael Ball, ordered bells to be rung throughout the county last night to celebrate the recovery of the ivory casket, stolen in September from a church in Bodmin.

Fraud charges dropped

A court martial in Portsmouth dropped six charges against a former naval attaché to China of dishonestly obtaining expenses by deception. Captain Allan Armstrong, 53, from Cornwall, who has since retired, still faces five charges concerning alleged fraud and theft during his time in the British Embassy in Peking.

Scott denies deal inquiry

Lord Justice Scott yesterday denied that his arms-to-Iraq inquiry had decided to investigate the al-Yamamah defence contract with Saudi Arabia or Mark Thatcher's alleged role in the £20 billion deal. The denial followed the disclosure that he had questioned witnesses about claims that ammunition from the deal had ended up in Iraq.

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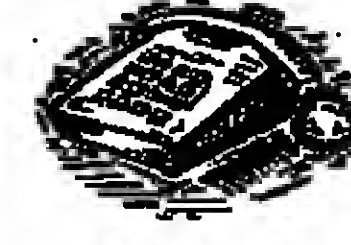
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'We want to remember those summer days, not rows with neighbours'

Father fights council order to remove children's tree house

By LIN JENKINS

A TREE house designed by a father to provide his son and daughter with "childhood memories of carefree summer days" yesterday became the subject of a public inquiry after council officials demanded that it come down.

They acted after neighbours complained that the box-shaped structure had been altered until it became an eyesore and that their privacy had been invaded by the children spying on them.

The tree house at the rear of the suburban home of David and Lynn Jones in Wallington, Surrey, was originally built for their son David in 1988. Last year, however, David had the sides of the structure and roofed it with plywood before passing ownership to his sister Lucie, 12.

Sutton Borough Council sided with the neighbours and served an enforcement order for the latest adaptations to be removed. When Mr Jones complained that in his opinion the structure was lawful and did not need planning consent he was asked for a cheque for £60 to obtain a certificate of lawfulness, which he refused to do for a tree house.

Yesterday his neighbours told Brian Masterman, the planning inspector at a public inquiry at Sutton civic offices, that their gardens were overlooked. They said they could no longer sunbathe or do the gardening without being "spied upon" or tolerate the noise and rubbish emanating from the tree house. One complained that the Joneses had even grown tomatoes in the tree house.

Mr Jones, a building surveyor, said the public inquiry had been brought about simply because of a child's tree house. "It is used only by my child and her friends for childhood enjoyment. We want her to remember those

summer days spent in enjoyment and not rows with neighbours over it."

His daughter Lucie sat listening as neighbours gave evidence on oath about their objections. Beatrice Gillard, whose home backs on to the Jones home, said that when it was in use she was prevented from gardening.

"It is very difficult to work in the garden knowing you are being overlooked. I tried to be fair and live and let live, but weekends were made hell when the cladding was being put up," she said.

Mrs Gillard complained that crisp and sweet wrappers and drink cans, on one occasion larger cans, landed in her garden. "I will be truthful."

'I have a great deal of sympathy with residents. It is an eyesore. There is loss of privacy'

she told Mr Jones. "With the larger cans I put them back in your garden because you are the only person it could have come from."

Dawn Moore, a teacher and mother of a toddler, said she felt "awkward" sunbathing because of the overlooking tree house. Last year she had also been disturbed on 10 to 15 occasions when Mr Jones's son David, now 17, had operated a CB radio from the den.

She showed a photograph taken in her garden at night in July 1990, while entertaining friends from Canada to illustrate the state of development of the tree house at that time.

Mr Jones asked her whether the noise from the treehouse was as great as that generated by that party. "Your parties or

my parties?" she retorted. Sidney Edwards said that if Mr Jones was going to "introduce issues that tug at the heartstrings" such as his daughter's enjoyment and safety he would too.

"Your son did boast once that he could spy on all your neighbours from the platform. He was only a lad but he did it," he said.

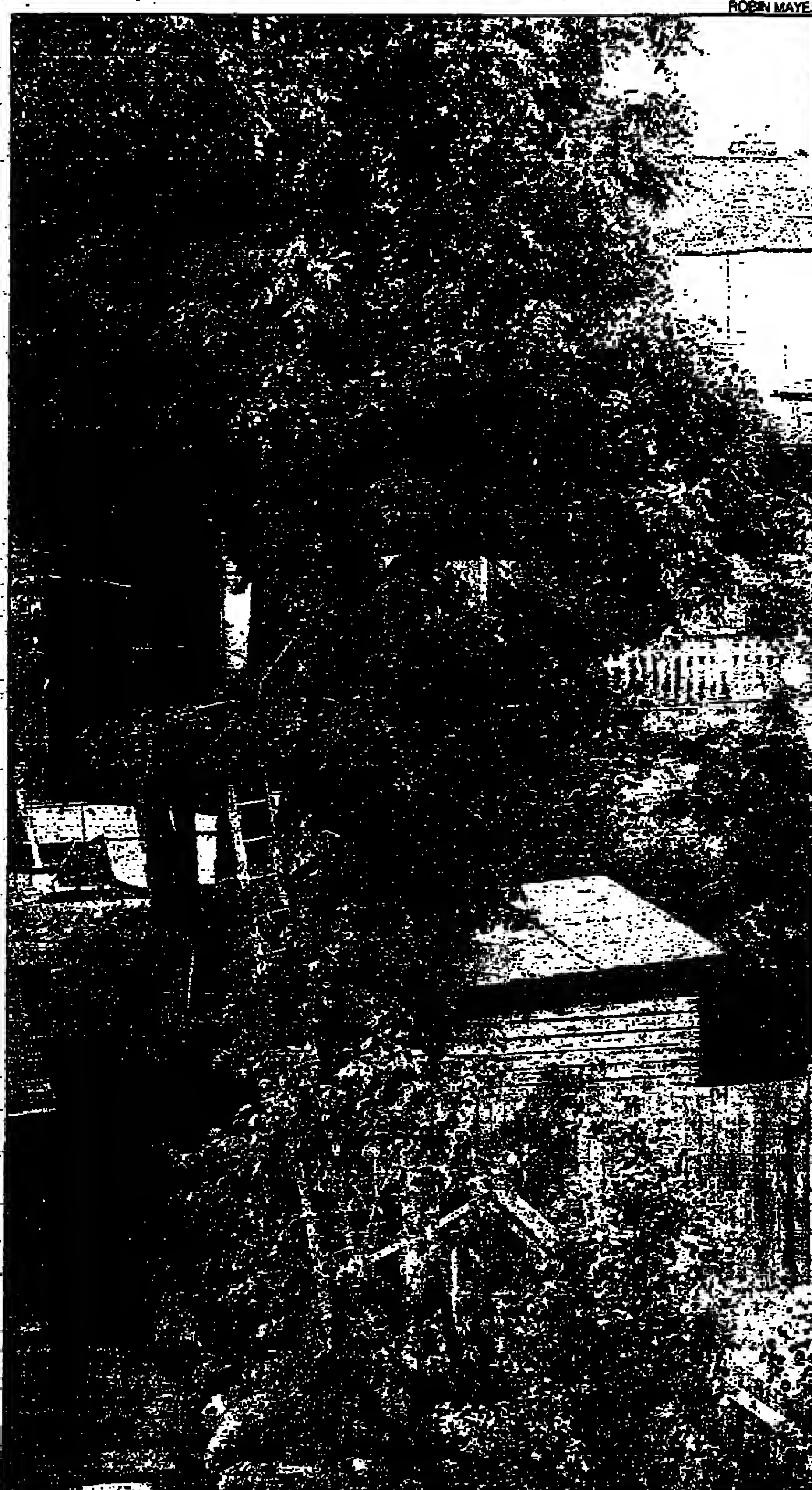
Mr Edwards said that he would be satisfied if the additional cladding and roofing added last year was removed. "The overlooking problem would virtually disappear because the treehouse would not be usable for a good part of the year. It would be cold and uncomfortable, and anyway, we could stare back."

Roy Thompson, group planner for the council, said the decision had been taken in favour of those who had complained. "I have a great deal of sympathy with residents. It is an eyesore. I would also consider that there is a high degree of loss of privacy because of the tree house and this is of an unacceptable level."

Mr Jones argued that the tree house offered no more opportunity to see into the gardens than the 30 to 40 net-curtained windows of adjacent houses.

He said the cladding was for his daughter's safety and that he had suggested temporary permission be granted until his daughter was 15, by which time she would probably have lost interest in using it, but that that had been refused. He also argued that since the original structure was put up four years before the enforcement notice, the action by the council was not lawful.

Mr Masterman, who will visit the site, reserved judgment on the Joneses' appeal against the enforcement order.



Lucie Jones of Wallington in her tree house, the subject of a planning dispute

Second killing raises fear of serial murderer

By MICHAEL HORSNELL

A MOTHER was found stabbed to death in her home yesterday after she returned from taking her seven-year-old daughter to school.

The body of Kathleen Hempsall, aged in her early thirties, was found in her semi-detached home in Lincoln only 20 miles from where a mother-of-two, Julie Pacey, was found strangled in her home two weeks ago.

Detectives said they had not ruled out a link between the two murders as fears rose that a serial killer might be on the loose.

Neighbours told detectives that they heard the burglar alarm go off at 9.15am at Mrs Hempsall's house shortly after she would have returned from taking her daughter to school. She was last seen alive after dropping her daughter at school around 8.30am. Worried relatives later alerted police when she failed to keep an appointment.

There were no signs of forced entry at the house in Longdanes Road in the Castle area of Lincoln.

Police found Mrs Hempsall covered in blood in her living room. Detective Chief Superintendent Tom Coates, who is leading an inquiry team of 50 officers, said the killer, who is believed to have escaped under a thick blanket of fog, might be heavily bloodstained.

Home Office forensic pathologists and scientists joined local scenes-of-crime officers in conducting a minute examination of the house. An adjacent field was also sealed off and preserved for a search by uniformed task force officers.

Last night, as police carried out house-to-house inquiries, shocked neighbours described the dead woman and her husband as "a very nice couple".

One said: "They are a very nice, happy family who keep themselves to themselves. Everyone in the road is scared stiff. There could be a dangerous nutter on the loose."

Mrs Hempsall's husband

and daughter were being cared for by relatives last night.

Two weeks ago the body of Julie Pacey, 38, was found by her 14-year-old daughter Helen when she returned home from school in Grantham, Lincolnshire. Mrs Pacey had been sexually assaulted and strangled in an upstairs bathroom. There had been no break-in and police found no signs of a struggle.

Witnesses have told police that they saw a BMW car parked on the Pacey's drive shortly before the killing. On Monday detectives parked a similar car on the driveway in an attempt to jog neighbours' memories.



Julie Pacey: body found by daughter

Detective Superintendent Roger Billingsley said that 28 other witnesses came forward as a result.

"It was a very good response to the exercise and confirms the presence of this vehicle," Mr Billingsley said. He appealed to the drivers of similar BMWs, particularly from the Grantham area, to contact the police so they could be eliminated from the inquiry.

Lincolnshire Police also asked colleagues in West Yorkshire for a file on the unsolved murder of Wendy Speaks. Mrs Speaks, 38, was found strangled and sexually assaulted at her home in Wakefield last year.

Raunchy rabbits in the dock

By ROBIN YOUNG

A SCHOOLGIRL's noisy pet rabbits have landed her mother in court after neighbours claimed that the creatures' mating kept them awake at night.

Ernest Haskins, 60, and his wife Frances, of Acomb, York, complained that they had to move bedroom because of the "persistent screeching, thumping and banging" of Smudge, Liquorice and Bobby, 11-year-old Amy Hartley's pets.

Mr Haskins said: "You would never imagine three rabbits could make so much noise. It could go on from 1.30 in the morning to dawn. You can even hear them when the windows are closed, but it's worse in summer when the windows are open."

Amy's mother Joyce, an assistant manager at a home for the elderly, has been called before York magistrates next month in a private prosecution brought by Mr and Mrs Haskins, alleging nuisance caused by the rabbits.

Riverboat owners sued over crown fees

By PAUL WILKINSON

CROWN Estate commissioners have been accused of piracy after demanding that boat owners pay for the privilege of mooring over royal river beds.

Statutes promulgated in the reign of Edward VI, granting the Crown ownership of half the foreshores and river beds in Britain, are being used to collect revenue on the Tyne and the Wear. After receiving demands for sums ranging from £50 to £15,000, some boat owners have refused to pay the royal levy, which comes on top of existing mooring fees they pay to local authorities.

Crown Estate commissioners have now issued a High Court writ for the £15,000 annual fee to owners of the *Tuxedo Royale*, a floating nightclub moored under the Tyne bridge. About £2.4 million a year is collected for the Crown under the terms of the 16th-century statutes, which say that anyone mooring on foreshores and river beds owned by the monarchy must have a Crown Estate licence.

Cinderella Rockafella, the *Tuxedo Royale*'s owners, have so far refused to pay because they say they are not anchored to the bed of the Tyne. Geoff Armstrong, 52, the company's project director, said: "I can't believe Her Majesty is so hard up that she needs an extra £15,000 a year from us. We already pay rent and rates to Gateshead council for using the quayside."

Gill Coates, for the Crown Estates, said: "We have served a writ on the owners of the nightclub because they have refused to pay the fee."

On Wearside, owners of fishing and leisure craft have banded together to fight the charge. George Fraser, 50, who owns the 36ft cruiser *Kyleigh-Anne*, said: "People have moored here for hundreds of years without paying a penny. Now some bright spark has found a clever way of screwing a bit more money out of the common man. It is piracy."

Mrs Coates said that owners in other areas of the country had been paying the fees for years but the commissioners' agents in Sunderland had only now gathered enough information to serve demands.

Asian bride beaten for three years

AN ASIAN bride in an arranged marriage was treated like a slave by her abusive mother-in-law who starved and beat her for three years, the Old Bailey was told yesterday.

Rehana Dhaturia, 21, was kept as a servant at the family home in east London where she was regularly attacked with a rolling pin even after she was divorced from her unfaithful husband.

She escaped by climbing through an upstairs window and down a ladder, undernourished and battered, and spent 17 days in hospital.

Amina Patel, 46, her mother-in-law, of East Ham, was fined £250 and ordered to pay £750 costs after pleading guilty to a sample charge of causing actual bodily harm between 1991 and 1994. She denied false imprisonment, a plea accepted by the prosecution.

Sam Kathkuda, for the prosecution, said that the young woman was covered in cuts and bruises when found. She had two black eyes, was undernourished and had to be given four pints of blood and iron supplements while in hospital.



Amy with one of the pets cited by neighbours



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IN THE MAGAZINE

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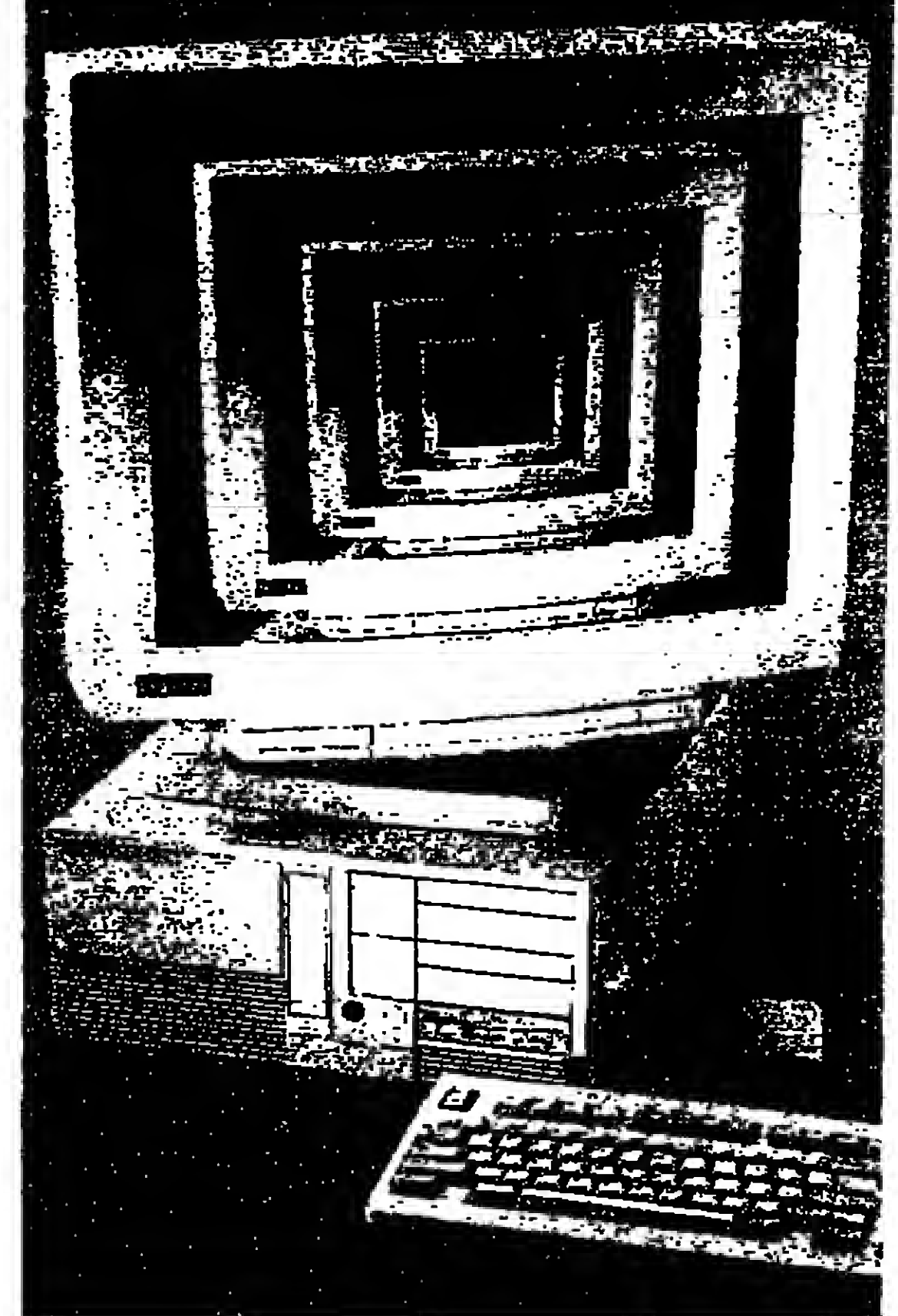
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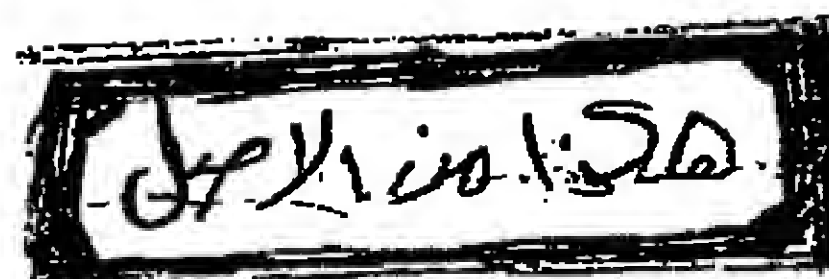
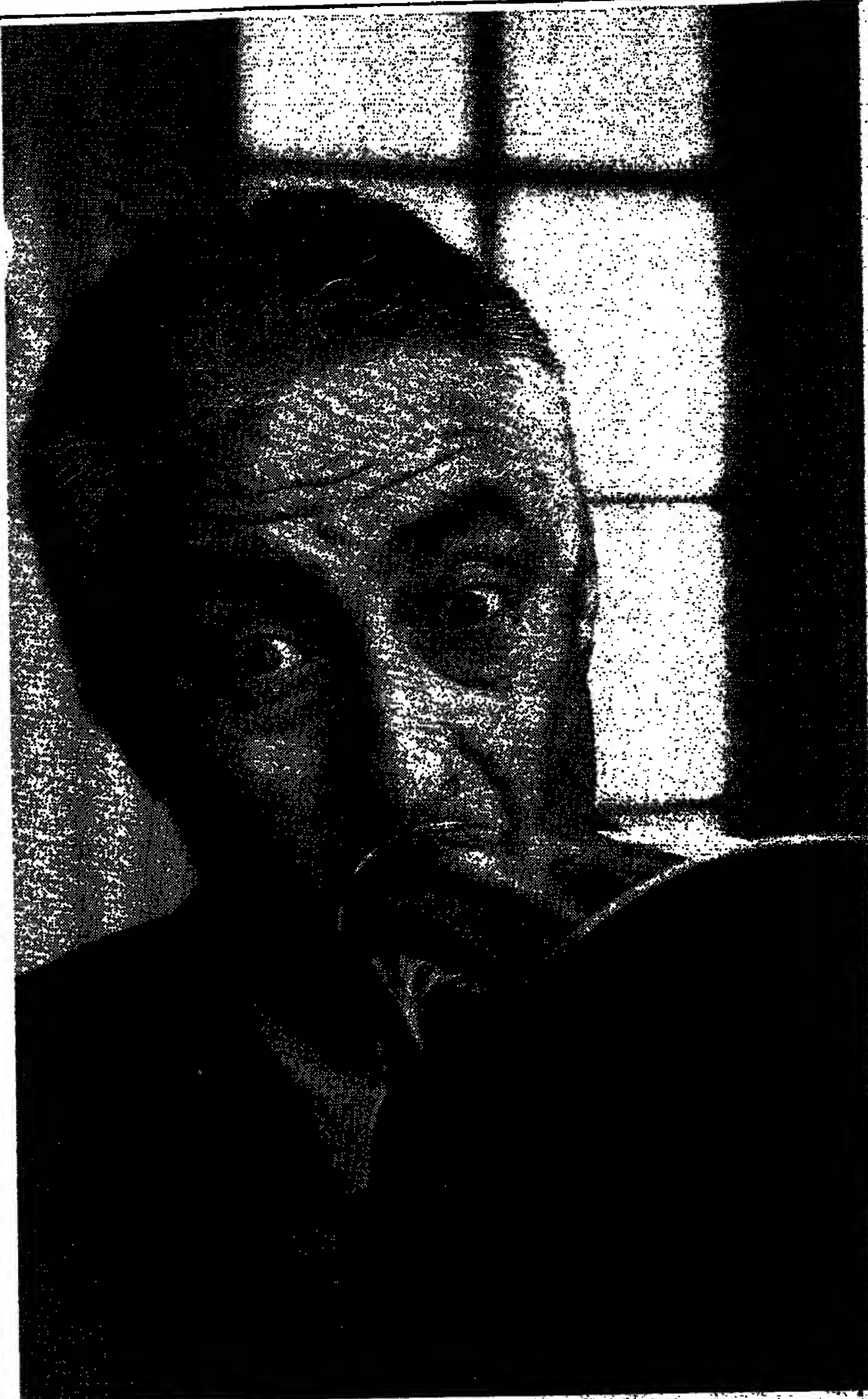
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Lottery Prize Dr

Top head accuses exam board of incompetence

By JOHN O'LEARY, EDUCATION EDITOR

THE head of a leading state school labelled the examination board incompetent yesterday, after it emerged that marking standards in English had been challenged successfully two years in a row.

The University of London Examinations and Assessment Council, one of the largest GCSE boards, has upgraded three quarters of the papers in a sample submitted for marking by John Kelly, Girls' Technology College in Brent, northwest London. More than 100 others are being reassessed in what the board described as an isolated case.

However, details of a similar case last year were disclosed yesterday by Geoffrey Mills, headmaster of Latymer School in Edmonton, north London. More than a third of its GCSE English grades were increased after appeals to the board, and more may follow an approach to an independent appeals authority.

Latymer, which was in the top ten state schools for GCSE results this year, had an appeal against its English

grades in 1992 rejected. But 41 of last year's 114 English papers have been upgraded. In two cases, marks were found to have been added up wrongly.

Mr Mills said: "The board has been extremely incompetent. I accept that English is a difficult subject to mark objectively, but it is inexcusable that several of our cases revealed discrepancies of more than ten marks out of 50."

Adrian Woodthorpe, the assessment council's deputy chief executive, said: "I very strongly refute any suggestion of incompetence. We conduct

our examinations in accordance with a mandatory code of practice, which is scrutinised by both Ofsted and the School Curriculum and Assessment Authority, both of whom have given us a clean bill of health."

Only 0.02 per cent of grades were changed on appeal out of 850,000 entries last year. Dr Woodthorpe said: "The overwhelming majority of schools are satisfied with their results, and the system is as fair as it can be."

The board initially upgraded 25 candidates from Latymer, but raised the grades

of 16 other pupils after complaints of inconsistencies between markers. The school then approached the Independent Appeals Authority for School Examinations, which asked for the remaining papers to be marked again.

Latymer is the only appeal accepted by the authority in the last year. Three others have been rejected and a fourth is to be heard today.

Mr Mills said: "Most schools are very passive and accept that results are right. It is usually only the more confident schools that appeal, and my experience is that they are often successful."

In a sample batch of 15 scripts from John Kelly technology college, 12 girls had grades raised. The errors came to light when the school found that its pass-rate for English language was half that of previous years.

Kathryn Heaps, the principal of John Kelly college, said: "This has rocked the foundation of my faith in examining boards."

Leading article, page 19



Amanda McKenna and Michael Cunningham appealed for culprits to be caught

Police hold parents of boys hurt in blaze

By PAUL WILKINSON

THE parents of two baby boys critically injured in an alleged arson attack on their home have been arrested in connection with the blaze.

Michael Cunningham, 25, and Amanda McKenna, 21, made an emotional appeal at a press conference last week for information on the fire-raisers. But yesterday detectives arrested the couple at the hospital bedside of their sons, Jim, 20 months, and Billy, six months.

The two boys suffered severe burns in what was claimed to be the third attack in a week on the family's council house in Leeds. It was said to be the culmination of a vendetta in which 14 abusive letters had been sent to the couple. The parents were being questioned last night at Killingbeck police station in the city.

Jim is recovering from skin grafts in Pinderfields Hospital, Wakefield, after suffering 50 per cent burns. His baby brother, who suffered 30 per cent burns, is likely to have similar surgery.

Labour Commons double act splits

By ANDREW FRANCE

LABOUR'S only husband and wife team in the House of Commons, Bridget and Gordon Prentice, announced their separation yesterday.

Mr and Mrs Prentice, who married in 1975 and have no children, were the first husband and wife to be elected at the same time and the first husband and wife Labour MPs since John and Gwyneth Dunwoody in the 1960s. Earlier in the summer the couple, who shared the Commons in 1992, moved into separate offices. They spent increasingly less time together at their home in Lewisham, southeast London.

Mr Prentice, 43, travelled to the Commons yesterday and Mrs Prentice, 41, remained at their home in Lewisham.

constituency. In the Labour leadership election there was some surprise when Mrs Prentice voted for Tony Blair and Mr Prentice for Margaret Beckett.

In a statement they said: "Bridget and Gordon Prentice regret to announce that they now live separately. They have no further comment to make."

A Labour colleague said yesterday: "They were victims of parliamentary life. Even though they were working in the same place, they would hardly see each other, snatching the odd word in a division lobby or in the chamber."

Other married couples who are MPs are Virginia and Peter Smith and the Tories, Nicholas and Jane



Bridget Prentice: separate offices

Gordon Prentice: little time at home

THE TIMES Lottery Prize Draw 21,000 National Lottery tickets to be won

Tickets for the National Lottery go on sale on Monday November 14, and with a top prize of £2m expected when the first draw takes place on Saturday November 19, lottery fever is starting to grip the nation. The Times, in association with The Sunday Times, is offering readers an additional chance to become overnight millionaires with our great lottery tickets prize draw.

We're offering you the chance to win up to 10,000 lottery tickets to be purchased on your behalf. Each has a one in 54 chance of winning a prize.

Our teams of ticket buyers will purchase 21,000 official lottery tickets on behalf of our winning readers with randomly generated numbers for entry into the November 19 prize draw.

Starting last Saturday, and continuing over four weeks, we will publish a total of 24 tokens. Collect 20 tokens and you can enter our prize draw twice. Collect all 24 from The Times and the 16 tokens which will appear in The Sunday Times and you can enter the draw four times.

FIRST PRIZE 10,000 £1 tickets, second prize 2,000 £1 tickets, third prize 1,000 £1 tickets
Ten fourth prizes of 100 £1 tickets, 100 fifth prizes of 20 £1 tickets, 500 runners-up prizes of 10 £1 tickets

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TO enter an individual prize draw, simply collect 10 lottery tokens from The Times and The Sunday Times. The first token was printed in The Times last Saturday and further tokens will appear each day in The Times and for the next three weeks in The Sunday Times, giving you a total of 40 tokens and enabling you to make four individual entries in our 21,000 lottery tickets prize draw.

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Your entry will then be entered in the lottery prize draw. Winners will be randomly selected from entries received by the closing date of Tuesday November 8, 1994, and notified by post.

No purchase is necessary - you can still enter the prize draw by sending your name and address on a separate piece of paper marked "Lottery Prize Draw" to the address above.



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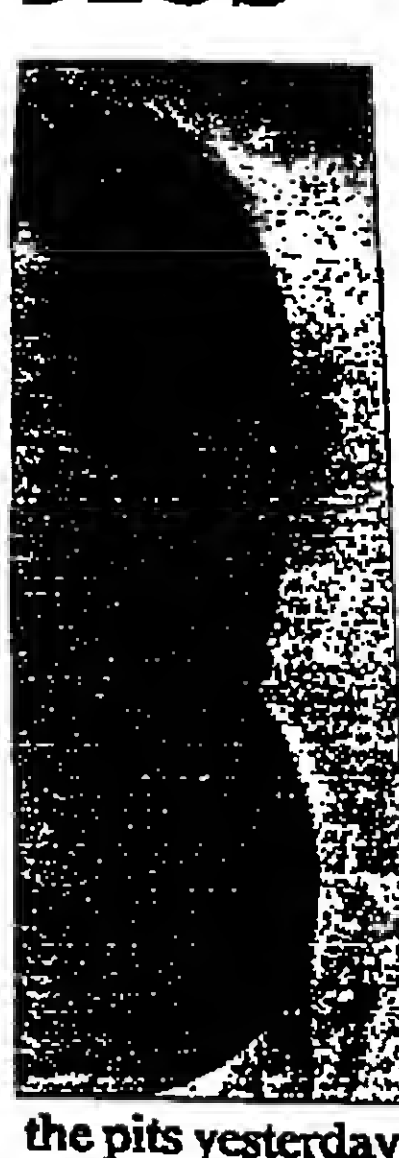
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Lord Tebbit: respect for Parliament eroded

Tebbit calls for Major to get off the single currency fence

By ARTHUR LEATHLEY
POLITICAL CORRESPONDENT

LORD Tebbit powered into the European fray last night by telling John Major to seize the initiative from Germany by making clear his opposition to a single currency. The former Conservative Party chairman challenged the Prime Minister to move boldly or leave Britain as a "reluctant follower, not a dynamic leader".

Lord Tebbit entered the annual European fringe controversy by warning Mr Major that Britain's indecision over the crucial issue

had led the United States to look to Germany as Europe's leader. "That is why Clinton believes he can push us around even in Northern Ireland as though this was a Caribbean banana republic," he told a meeting of the European Foundation, set up by Tory opponents of the Maastricht Treaty.

"After all, what is our policy towards a single currency? It is to sit on the fence until others have taken their decision. But surely we must in principle either favour or disfavour such a step, not least because it could not fail to bring political union — the creation of a

Euro-state in its train." Lord Tebbit's efforts to press Britain to oppose outright a single currency have been encouraged by what he sees as widespread nervousness among EU members over the prospect.

He has also been buoyed by statements made by Mr Major and senior Cabinet ministers, suggesting that a single currency is a long-term issue, if an issue at all. "I have little doubt that, even after Maastricht when we gave away our power of veto on this issue, if we took a clear and firm decision to oppose and seek to

prevent the creation of a single currency through the treaty of Rome, we could be successful."

He acknowledged Germany's determination to dominate Europe, but questioned whether such an approach might have to be balanced by the interests of other Europeans. "The future of Europe depends upon the decisions — or the failure to take decisions — of the United Kingdom."

Lord Tebbit repeated his calls for a reduction in the powers of the European Commission, which he said had stripped control from rights as their full-time colleagues.

are tolerant indeed, but for how long will they allow this process of demotion from the ranks of the self-governing peoples of the world to the status of a minority group in a province under foreign domination? No wonder that respect for Parliament, even the respect of parliamentarians for Parliament, is being so rapidly eroded. Its powers are diminished day by day."

He attacked the European Court for imposing retrospective decisions over which Parliament had no control, namely allowing part-time workers the same pension rights as their full-time colleagues.

"Casually, wantonly, with the lack of care or respect for long-established conventions hitherto demonstrated only by imperial powers towards colonial subjects, the European Court imposed its decree with retrospective effect."

"It offends our sense of fair play and honest dealing that the rules should be changed during or after the game to invalidate its outcome. Because the Brussels bacon slicer is so sharp and because it slices so thin, will we fail to call a halt to the salaam-ing of our right to self-government until it has all gone?"

Foreign Secretary clashes with sceptics as civil war reopens on EU's future

We must not turn back on Europe, says Hurd

By NICHOLAS WOOD AND ROBERT MORGAN

DOUGLAS Hurd yesterday clashed openly with hard-line Tory Euro-sceptics, urging his party to resist "siren sounds" imploring Britain to turn its back on Europe.

As the Tory Right took to the conference fringe to reopen the civil war over the future of the European Union, the Foreign Secretary sought to rally the party around the Government's vision of a multi-speed Europe in which member states agree a core of common rules but are also free to choose whether they co-operate in other areas.

Mr Hurd insisted that Britain's interests were served by "steering Europe our way" rather than "kicking over the table". He played down sceptic claims that the 1996 inter-governmental conference was set on a federalist course.

"Some of our partners occasionally hanker after the old federalist blueprint, however faded it looks now."

But in the conference hall, party activists also left the Government in no doubt of their hostility towards greater integration in Europe, although passions did not run as high as during the Maastricht saga.

One speaker, Ronald Forest, from Pembrokeshire, brought his audience to its feet when he declared: "Free trade, decentralisation, enlargement, yes. A common currency, economic and political integration



IN BOURNEMOUTH

No. No. No." He was also loudly cheered when he called for curbs on the powers of the European Parliament and the European Court.

The Foreign Secretary's wider message was that in Europe as in the rest of the world Britain had to work with other nations if it wanted to advance its interests and maintain and widen its influence. He warned against the attractions an inward-looking xenophobic outlook.

"Working with others does not mean giving in to what others want. It does not mean putting our national interests second. It does mean listening to others, realising that others have interests and traditions and sensitivities."

Mr Hurd said that, as the Prime Minister had made clear, Britain was committed to an "open, thriving and flexible Europe — a Europe whose nation states accept

binding rules where they need to. But a Europe of nations free to choose in which other areas they can usefully work together at a speed they are comfortable with."

He denied that Britain was isolated in the debate over the future of the EU. "There is no occasion for mock heroics or for self-pity." Across the Continent, "energetic democracies" were engaged, like Britain, in debates about the EU's future.

While "irritations" still came from Brussels, Britain should not sell itself short and fail to recognise its achievements in Europe. Those included enlargement, which would mean reforming the Common Agricultural Policy and the formulae for carving up regional grants, the Gatt world trade deal, budget discipline, and subsidiarity.

"So we must not be defeatist. There will always be siren sounds, within our party and beyond, suggesting we can just turn our backs on the awfulness of Europe... We must resist the temptation. Our interest lies in steering Europe our way, rather than pretending we belong to another continent... No one wins an argument by kicking over the table."

Most speakers were supportive of government policy, but Mr Forest struck a chord when he said: "Many of us are very concerned about the drive to closer integration and the

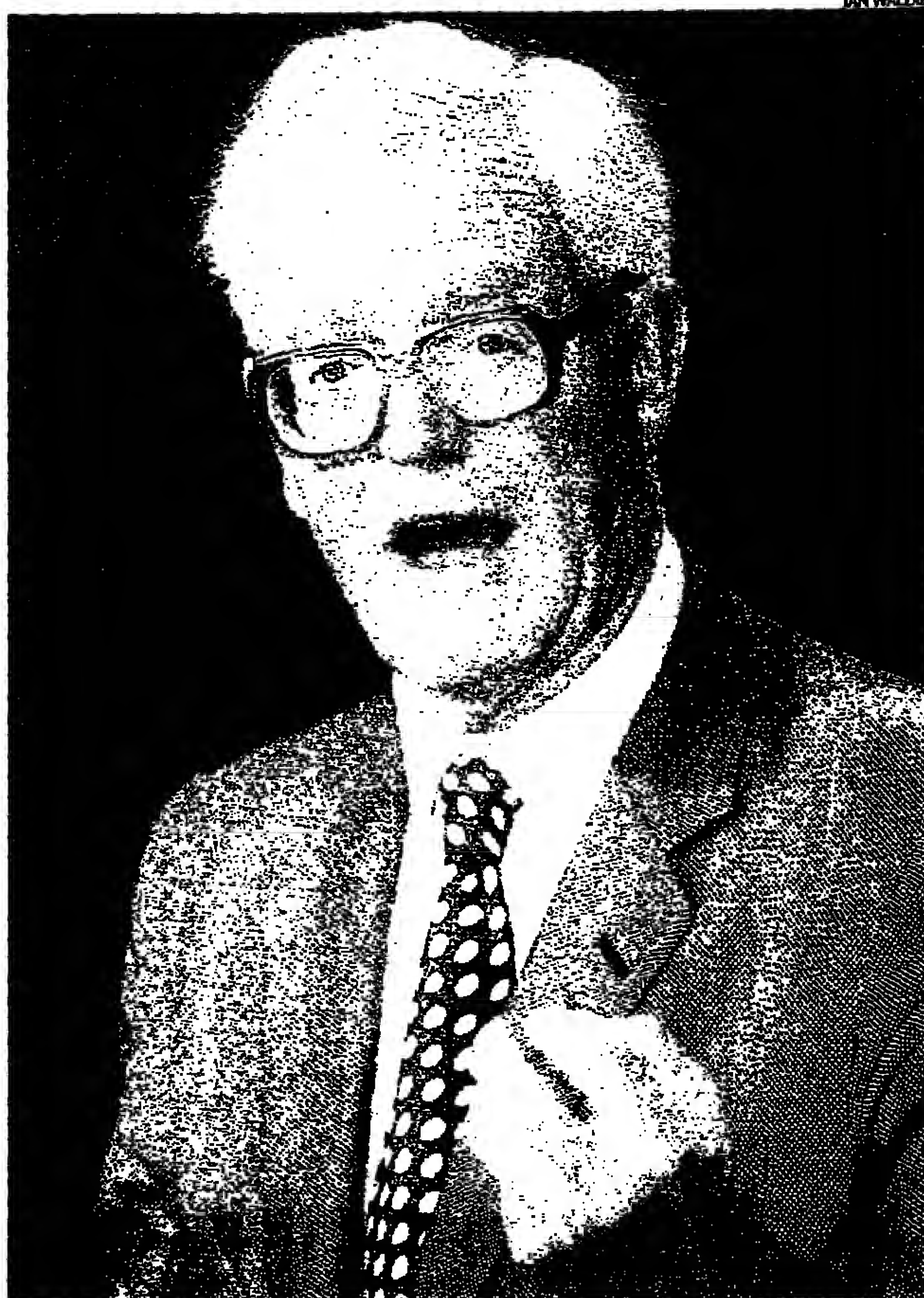
loss of national sovereignty that necessarily implies."

He said he had many doubts about the European Parliament and they knew from the low turn-outs in elections, especially in Britain, that the voters shared those doubts. The British people, he said, "treat this symbol of federalism with the contempt it deserves". He added to loud applause: "If we are not to have a united states of Europe, surely there can be no case for an increase in the powers of the European Parliament."

Opening the debate, Keith Simpson, from Aldershot, said that Britain had to stand up to protect its interests. History and temperament meant that Britain could not be a minor player in world affairs. He dismissed the claim by the Archbishop of Canterbury, Dr George Carey, that Britain was an ordinary little nation.

Anthea MacIntyre, chairman, West Midlands area, argued against any extension of majority voting in the European Council. It was all right for hygiene regulations, she said, but not for deciding whether British soldiers should be sent to fight in a war that Britain did not believe in. All the nation states should preserve their identities and be proud of their countries.

Hurd's warning, page 12
Simon Jenkins, page 18
Leading article, page 19



Mr Hurd yesterday: "No one wins an argument by kicking over the table"

Hunt has no regrets on Delors attack

By JILL SHERMAN
POLITICAL CORRESPONDENT

DAVID HUNT, reputedly one of the most pro-European members of the Cabinet, yesterday refused to apologise for the increasingly Euro-sceptic stance he has taken over the past 12 months.

Mr Hunt astonished many of his Cabinet colleagues at last year's conference when he made a highly sceptical speech on Europe, which appeared to conflict with his pro-European past. However, the Chancellor of the Duchy of Lancaster told a fringe meeting held by the pro-European Tory Reform Group that he had no regrets for describing Jacques Delors, president of the European Commission, as a "jumped-up bureaucrat and Eurocrat".

Mr Hunt, president of the group, said yesterday: "I don't change a word of that." Mr Delors' strong belief in centralism had helped to undermine the vision of Europe he (Mr Hunt) had dreamt of. While reaffirming his support for Britain at the heart of Europe, Mr Hunt adopted the sceptical tone used by the Prime Minister during the European elections.

The great "European empires" no longer captured people's imagination. "The Danish 'no' and the narrow French 'yes'... and our own travails in Parliament last year warn us that, with the Maastricht Treaty, Europe's politicians took a section of public opinion for granted."

"The headless self-confidence of the 1980s has gone, and popular enthusiasm for the Union has waned. We must now show that we understand these warnings."

Mr Hunt hit out at bureaucracy, over-regulation and over-centralisation in Europe, arguing that the Conservative case was for "a Europe of closely linked nation states all committed to free trade and social market economy."



Hunt: "I don't change a word of that"

CAP reform launched

By ROBERT MORGAN, POLITICAL STAFF

WILLIAM Waldegrave, the agriculture minister, is to launch a drive to reform the European common agricultural policy. He told the Conservative conference yesterday that existing rules for supporting farmers must change and the British Government would "make reform of the CAP central to European developments".

The agricultural support system, introduced to give aid to thousands of smaller farmers across the original six members of the European Union, was "the source of huge and unnecessary expense to consumers and taxpayers", Mr Waldegrave said.

He is to set up and chair a policy group made up of experts on CAP reform from within and outside Whitehall. The task could take ten years, he said, but he said he believed Britain must take a long-term view.

If the European Union expanded and embraced the Central and Eastern European countries of the old Soviet bloc, the existing CAP rules would mean that food production would surge and huge mountains of surpluses would reappear. He estimated that more than £10 billion could be added to the cost of the CAP.

Britain, which had been in

the forefront of reform in the past, was now finding allies in Europe for its demands for change. In the past the policy had driven ahead production regardless of financial cost or damage to the environment.

"Common sense and necessity mean the CAP must change," Mr Waldegrave said. He also announced plans to change the law governing tenant farms, which was introduced in 1976. He said it had led to the drying up of holdings to let.

A Bill would be introduced in the new session of Parliament in November intended to reverse the decline of the tenanted family farm.

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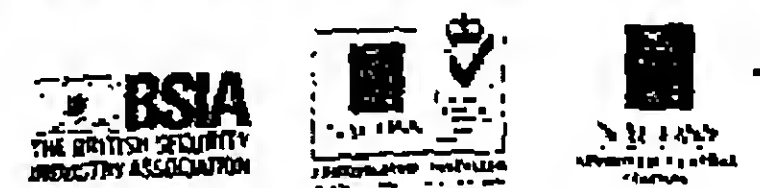
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The two Normans boldly go where 'bastards' fear to tread

NORMAN Lamont and Norman Tebbit yesterday said in public what Michael Portillo and the other Cabinet "bastards" believe in private. They envisage a separation — in Mr Lamont's case even a divorce, though with access — between Britain and the European Union. By saying as much they threaten the fragile Tory consensus on Europe which John Major and Douglas Hurd have created. The speeches yesterday by Mr Hurd and Lord Hurd, on the one hand, and Mr Lamont and Lord Tebbit, on the other, are in the long-run irreconcilable.

The Major-Hurd approach has sought to maximise common ground, such as enlargement and the single market, and to postpone issues of difference, particularly further integration. Central is their claim that, far from being isolated, Britain's views on decentralisation and a flexible Europe are increasingly shared by its partners.

It is that which the two Normans explicitly deny — paradoxically agreeing with the more enthusiastic pro-Europeans that the Franco-German inner core is as determined as ever to press

RIDDELL ON POLITICS

ahead towards monetary and political union. Mr Lamont, who can hardly restrain his lack of enthusiasm for the Prime Minister, argued that "we deceive the British people and ourselves if we claim that we are winning the argument in Europe". He dismissed Mr Major's analysis as "wishful thinking".

The argument is not clear cut. Britain can claim influence in areas such as subsidiarity and inter-governmental co-operation. But on the bigger question of the direction of Europe, the two Normans are right to argue that there is a real divergence of objectives between Britain and much of Europe. Britain is not doomed to be on a collision course with its partners, as Mr Lamont suggests. But the process implies political goals rejected by many Tories.

From the opposite position, Lord Howe admits the same predicament over long-term goals. In an interview in the Tory Reform Group's magazine, he says "our partners will see us as so much committed to a la carte that

we aren't really admissible to table d'hôte. If we merely deploy hostility towards the two speed argument, and insist that the outer group has the right to proceed at a speed so slow that its pace is imperceptible, our partners may see us as so half-hearted as to be excluded in practice from their future plans."

These choices cannot be fudged indefinitely. They are producing increasing strains not only among the grantees, past and present, but also among the reduced, and much-abused, band of Tory members of the European Parliament. The issue is how Britain exercises its influence. Mr Lamont believes a quasi-independent role is possible, not just blocking further political integration but in loosening existing ties via membership of the free-trade European Economic Area or via outer tier community membership.

These are much riskier options than Mr Lamont suggests, or Lord Tebbit implies with parallel proposals which would do away with the European Parliament. In effect, they would mean withdrawal from the present European Union. Lord Howe argued that "for Britain to influence her

future, we have to be in a position of influence within the European Continent. To suggest that we will help ourselves by pushing off into the clear blue sea is quite frankly unrealistic, unconstructive and wrong". Mr Hurd yesterday sought to educate his party on the choices and against the delusions of those who take a self-pitying or defeatist view. "Our interest lies in steering Europe our way, rather than pretending we belong to another Continent."

The two Normans yesterday dramatised the choices, whereas Mr Major and Mr Hurd would prefer to blur them. The centre of gravity of Tory MPs has swung towards the sceptics since Maastricht. But the pro-Europeans have not given up. Many reject Mr Lamont's claim that the Tories are "not the party of Europe". An outright confrontation is now probable. The question is whether it will occur before the election, or after, in Opposition. The echoes of the Corn Law battles of the 1840s and over tariff reform in the 1900s grow ever louder.

PETER RIDDELL



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Solicitors face £30m payout as claims of dishonesty soar

By Frances Gibb, Legal Correspondent

THE cost of compensating victims of dishonest solicitors is expected to reach a record of nearly £30 million by the end of this year as the number of complaints against the profession soars.

The Solicitors Complaints Bureau said yesterday that about 100 firms were being investigated on suspicion of defrauding the legal aid fund. The suspected frauds, which are being investigated by the Legal Aid Board and the Serious Fraud Office, are thought to involve several million pounds. So far four firms have been closed.

Last year there were 2,500 cases of dishonesty by solicitors, the bureau's annual report shows. The rising cost of compensation is coupled with a continuing increase in complaints.

The report says that complaints rose by 15 per cent last year to 90,582 and added that the increase was a cause of concern.

Veronica Lowe, the bureau director, said: "We are working in the age of the empowered consumer. The public is making higher demands of its professional advisers, as it does with all service providers."

The bureau, which costs the legal profession £5 million a year to run, has launched a number of measures to

counter fraud, including the legal aid scams, the report says. These include an investigation team which in turn led last year to the setting up of "Operation Crackdown", in which serious offenders are put on a fast track to the Solicitors' Disciplinary Tribunal. Seventy solicitors were referred under this procedure last year.

The tribunal dealt with a total of 230 referrals for professional misconduct last year. The majority of those found guilty were either struck off or fined.

Chris Heaps, chairman of the Law Society's adjudication and appeals committee, said yesterday: "A total of 230 out of 64,000 solicitors in the country is a very small percentage of the profession and I think that the profession is entitled, in an odd way, to be proud of these figures."

The majority of solicitors were honest and committed to the highest standards, he said. The Law Society could be proud that, through the complaints bureau and compensation fund, it provided a level of protection to the public which was "probably unparalleled in the world". He added that the profession paid back all the money lost by the public.

The bureau inspected 516 sets of solicitors' accounts in 1993, a rise of 41 per cent over

the year before, and intervened or took over in the running of 85 practices. A "red alert" telephone line was set up on which solicitors could report in confidence on their colleagues. This received several hundred calls.

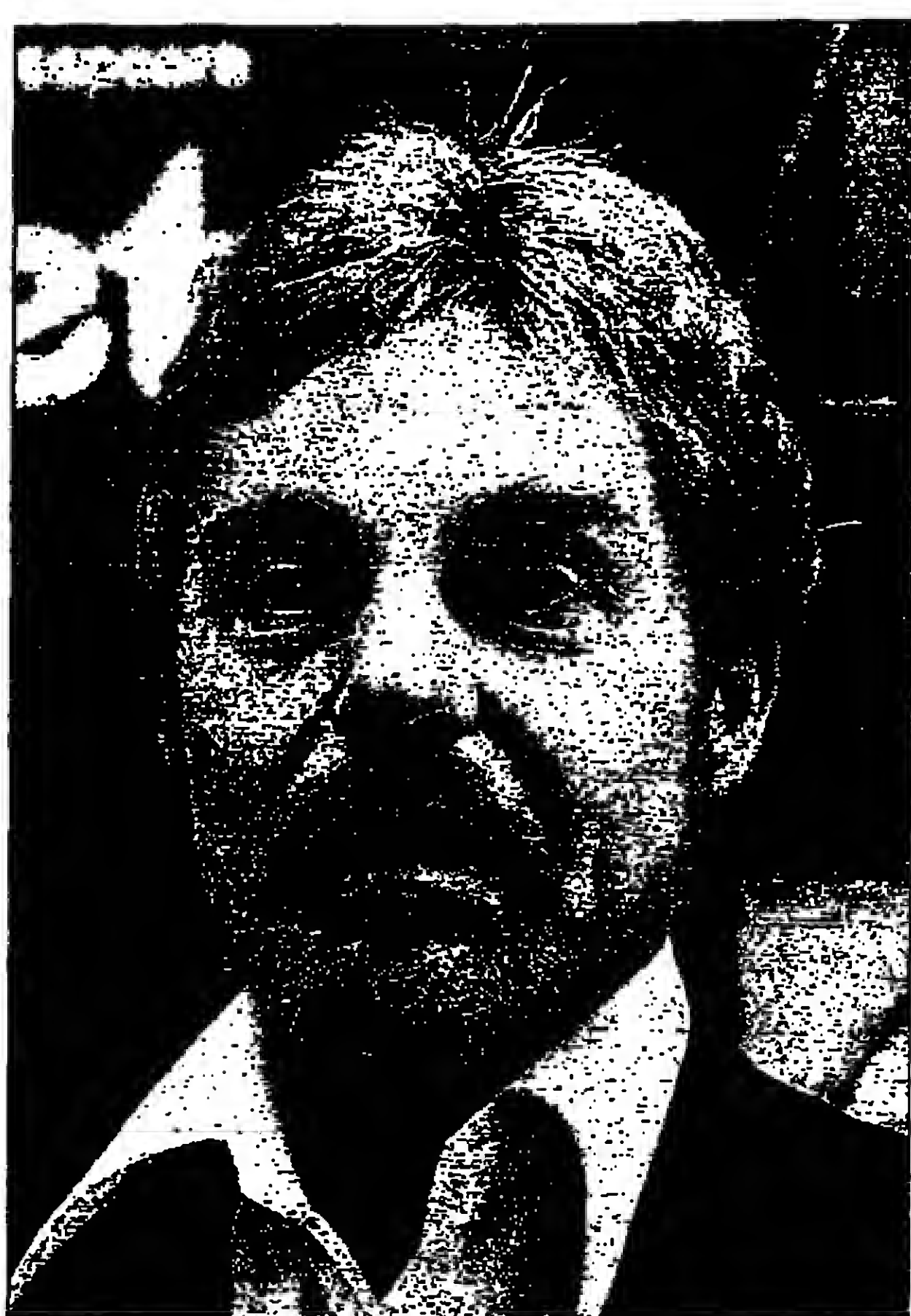
The legal aid frauds involve solicitors charging for work not done or not needed under the green form (advice) scheme. Another dodge revealed by the bureau yesterday was that solicitors had been paying members of the public £5 or £10 a time for signatures on bills.

The biggest area of complaint against solicitors is still over shoddy work or inadequate service, with 80 per cent of complaints to the bureau relating to delays or poor communication.

Most were dealt with by the bureau's conciliation unit without the need for the solicitor to be formally investigated. The main single area of complaints were about conveyancing, followed by civil litigation, matrimonial work and probate.

The report says: "Most clients who complain about their solicitors do so not because of any ethical misdemeanours but because they are frustrated by what they see as a poor standard of service."

Letters, page 19



Sir Ian McKellen, left, and Dame Diana Rigg, whose skills are featured in the archive of stage performance

Theatre world unveils video archive

SIR Ian McKellen and Dame Diana Rigg gave their support yesterday to a new National Video Archive of Stage Performance, which aims to create the first permanent film record of British theatre (Alexandra Frean writes).

Sir Ian said he hoped the archive would preserve a vital part of the nation's heritage for the benefit of drama students, schoolchildren, producers, technicians and acting professionals. "You can never reproduce the experience of theatre on video but you can make a record of what happened on

stage on a particular evening. If a student wanted to see how Derek Jacobi played Hamlet or Michael Gambon played Lear, they might pick up a few technical tips," he said.

Dame Diana said she hoped that the archive could eventually become a money-spinner. "If you wanted to sell a production to a Broadway producer you could show him the video recording first of it first," she said.

The archive is the fruit of two years of work by the Theatre Museum in London. With an initial grant of

£100,000 from the Foundation of Sport and the Arts, it has recorded 20 productions including the David Hare trilogy at the Royal National Theatre and *An Inspector Calls*. The museum is showing the videos until October 21.

Margaret Benton, the museum head, said that Equity, the actors' union, had agreed that the recordings could be shown without fees being paid to actors. Recordings are made using up to four cameras. The films from each camera are played back simultaneously on a number of monitors with no editing.

Inquiry into Hebrides quarry opens rift

By Gillian Bowditch, Scotland Correspondent

A SCOTTISH island community was firmly split yesterday as a £2 million public inquiry opened into plans to create the biggest hole in Europe on a stretch of beautiful, unspoiled coastline.

The inquiry is into proposals to create a £50 million superquarry on the Hebridean island of Harris. The islanders fall into two camps, those who believe the £50 million quarry will bring economic prosperity to an area of high unemployment and those who believe it will destroy an environment and a way of life untouched for centuries.

Free Church ministers, schoolchildren, crofters and even a Canadian Indian will be called to give evidence at the inquiry. Opponents of the quarry, which has been proposed by Redland Aggregates in a National Scenic Area, claim that the 100 jobs and the 1p per tonne compensation payment to the islanders are no substitute for the dust, noise and pollution which they claim the anorthosite quarry will bring.

Those who are backing the quarry argue that for years Harris has been desperate for industry. The population of Lingarabay the village where the quarry is to be excavated, has dwindled from 80 to 16 in the past 40 years as islanders have been forced to seek employment on the mainland.

Speaking against the quarry will be Sirhan Stone Eagle Herney, an Indian chief from Nova Scotia, who is fighting a similar proposal in Canada. He said: "If we fail to solve environmental deterioration, Mother Earth will cleanse herself of the offending organism which is killing her."

Equally emotive language will come from Professor Donald McLeod of the Free Church College in Edinburgh. A native of neighbouring Lewis, Professor McLeod said: "Rape of the environment is rape of the community."

Ian Lang, the Scottish Secretary, will make a final decision late next year.

Millionaire risks jail over contempt

By Our Legal Correspondent

AN IRAQI businessman who received £4 million in legal aid before being ordered to pay £132 million in damages to the employers he robbed faces jail after he was found guilty yesterday of persistent disregard of High Court orders.

But Mr Justice Chadwick gave Jawad Hashim 28 days to come to court in person to purge his contempt and put his case for staying free. His wife, Salwa Al Ruffaee, was also found to be in contempt and was also given 28 days

before sentence is passed. Neither has legal aid at present and the judge said he held back from imposing immediate jail sentences because they had not had the chance to be heard. In addition, both were now living in Arizona.

In July the same judge ordered Dr Hashim to repay the Arab Monetary Fund £33 million he stole from them while he was their president. £6.6 million legal costs and £93.3 million in compound interest. The judge yesterday found him guilty of four contempts of court orders dating back to December

1988 over non-disclosure of bank accounts, and dealing with assets in an attempt to frustrate court orders freezing his assets.

Hashim won legal aid even though he has seven homes with servants and a fleet of cars, including a Spanish-style villa at Denham, Buckinghamshire. The Lord Chancellor, Lord Mackay of Clashfern, said on Monday that Hashim's four barristers were paid a total of £1.3 million with £671,111 going to Colin Ross-Munro, QC, for work on the case over two and a half years.

Case against judges rejected

A MAN'S claim that he was denied a fair trial and initial appeal hearing on a drug charge because of improper contact between three judges was rejected by the Court of Appeal yesterday.

Paul Blanchard, 49, was jailed for six years by Judge Macdonald at Newcastle Crown Court in 1992 for conspiracy to supply the drug Ecstasy. Seeking leave to appeal, he claimed Judge Macdonald had telephone con-

versations about the case with Mr Justice Mortimer, of the Hong Kong Supreme Court, who as a QC had unsuccessfully defended Blanchard on a charge of fraudulent trading.

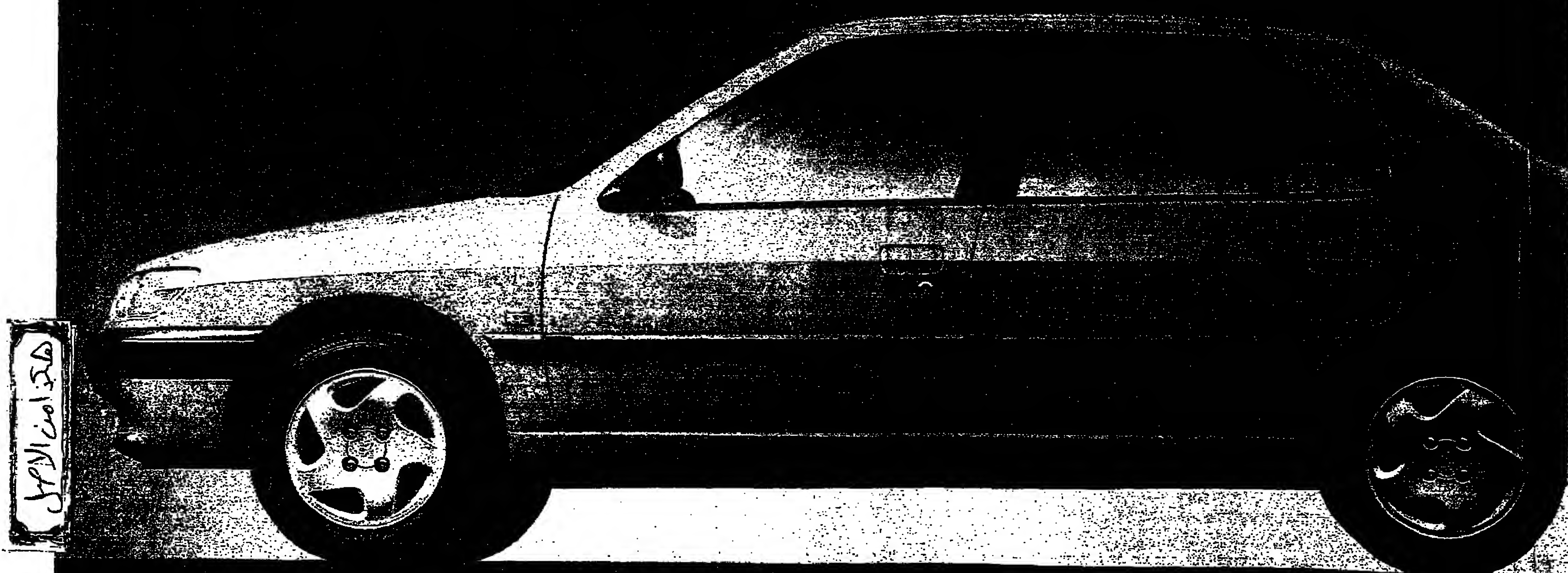
Blanchard also alleged that Mr Justice Blotfield, who turned down his initial appeal application, spoke on the telephone to the other two judges. The allegations were strenuously denied.

Diana Ellis, Blanchard's counsel, said she was unable

to argue the point because, according to a recent statement by Blanchard, the source of the improperly obtained information about the alleged telephone calls was unwilling to give details unless he was paid.

Lord Justice Rose, sitting with Mr Justice Morland and Mrs Justice Steel, said Blanchard's statement "doesn't even begin to contain any sort of substantiation of the grave allegations".

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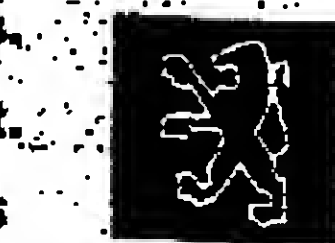
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PEUGEOT

Cathedrals called to account over finances

By RUTH GLEDHILL, RELIGION CORRESPONDENT

CATHEDRALS need to be more "professional" in attracting visitors and selling themselves, according to a report published yesterday.

The report also called for the end of the clergy's freedom of jobs for life in England's 42 cathedrals, which would make it easier for bishops to sack deans and canons who misbehave.

There is scope for considerable reform and improvement of the way they are governed, staffed and managed, the report says. The overall state of their finances is not at all comfortable, it said.

The report of the Archbishop's Commission on Cathedrals, chaired by Lady Howe, was published yesterday.

Under the most radical of more than 100 recommendations, each cathedral would have a "greater council" chaired by the diocesan bishop, to which the dean and chapter would be accountable. However, the report warned against the "stifling adoption of business techniques" and said decisions on "entry charges must be left to individual cathedrals."

Legislation will be needed for some of the proposals in the report, which called on the Archbishops of Canterbury and York, Dr George Carey and Dr John Habgood, to set up a small team to steer the necessary changes through the General Synod of the Church of England.

The commission, the first to make a thorough review of cathedrals for 70 years, attempted a "contemporary restatement of the role and purpose of cathedrals" in the face of many, conflicting demands, financial and otherwise. The report said better

financial planning and management was crucial, and cathedrals were failing to make best use of resources.

Cathedrals were a "richly textured but, by today's standards, rather incoherent pattern of institutions". The older cathedrals have deans appointed by the Crown, while those in dioceses created more recently, such as St Edmundsbury and Ipswich in 1914, are "parish church" cathedrals, with provosts, who are mostly appointed by diocesan bishops.

The report recommended the abolition of the distinction between "dean and chapter" and "parish church" cathedrals, and called for each cathedral to have a "suitably qualified administrator" as a member of the chapter. It also suggested setting up a permanent cathedrals commission to provide "a reference point in the central church structures for cathedral matters", with a slurring of the legal regulation of cathedrals and a single, core constitution for them all.

The report, requested by the deans and provosts of the cathedrals, was stimulated partly by the outcry in 1990 over the attempted sale of the 13th-century *Mappa Mundi* by the dean and chapter of Hereford and the publicity surrounding the differences within the chapter at Lincoln.

The commission, which visited all 42 cathedrals, said that it found "majestic buildings better maintained than many may imagine, and in which many examples of the best worship and pastoral service can be experienced". It urged "a musical and liturgical rapprochement between the cathedral and the rest of the diocese", and recommended regular evaluation of the pattern and content of cathedral worship.

Launching the report at Church House, Westminster, yesterday, Lady Howe said that the commission found cathedrals "in good heart but in need of significant change".

She said: "The management of cathedrals has failed to take full advantage of advances in the secular world and of the gifts and experience of lay people."

"There is scope too for improved financial planning and management. There is also considerable variation between cathedrals in the performance of their trading and visitor activities."

Heritage and Renewal, the Report of the Archbishop's Commission on Cathedrals, Church House Publishing, from Church House Bookshop, Great Smith St, London SW1P 3NZ. £14.95 or £16.45 by post.



Lady Howe said yesterday the commission found cathedrals "in good heart but in need of significant change"

NEWS IN BRIEF

Computer pirates warned off

A reward of up to £2,500 is being offered to anyone whose report of the illegal copying of software leads to a successful prosecution.

The scheme is the latest move by the Business Software Alliance to curb software theft, which costs the industry in the United Kingdom about £333 million annually. The penalty for illegal copying is up to six months' imprisonment or a £5,000 fine.

Fatal choking

Jade Nuttall, aged six months, choked to death at her home in Castleford, Rochdale, on polystyrene balls split from a burst bean bag. The coroner called the accident "the embodiment of every parent's nightmare".

Crossing death

A woman was killed when she was struck by a midnight passenger train on an unmanned crossing at White Hill west of Canterbury. The woman, from the Canterbury area, is believed to be in her late 20s.

Murder charge

Kevin Raymond Moy, 32, of Dumbarton, Strathclyde, was remanded in custody charged with the murder of Eoghan Moy, aged two weeks, when he appeared in private at Dumbarton Sheriff Court.

Early call

Royal Protection Squad officers are to be questioned after a gun was accidentally fired in the police armoury of Windsor Castle at 7am on Sunday. Prince Edward was staying at the castle at the time.

Boys accused

Two 15-year-old boys were charged after a student aged 16 was beaten, tied up with her own tights and raped in the Montpellier area of Bristol early on Sunday.

Russians held

Five Russians, suspected of being illegal immigrants, were arrested early yesterday by immigration officers at two addresses in south London.

Diseased fish found in water supply

By NICK NUTTALL, ENVIRONMENT CORRESPONDENT

FISH in one of London's tap-water supply rivers are suffering high levels of disease, including tumours, fin damage, and eye defects, scientists have found.

The researchers are linking pollution with diseased fish in the river Lee, whose water is heavily recycled after having large amounts of sewage pumped into it.

Dr Clive Tyler of Brunel University in Uxbridge, who has carried out the study,

said yesterday that urgent research was needed across rivers in Britain on fish diseases to assess how widespread the effect might be. He said it was likely that exposure to a cocktail of different chemicals was behind the findings.

Dr Tyler said the findings also had implications for the people of north London and Hertfordshire who drink water from the Lee. The tests, published in the latest *Environmental Data Services* report, found eye defects in 70 per cent of barbel, a long-lived fish which is more

likely to accumulate pollution. They are also bottom-feeding fish which are likely to come into contact with pollutants in sediment. More than 30 per cent had haemorrhagic patches on their bellies and growths around their mouths. Some 20 per cent had tumours, 10 per cent had ulcers and 20 per cent had fin damage.

The Brunel studies mirror similar ones carried out by the National Rivers Authority, which have not yet identified a cause underpinning the high number of diseased fish.

Sea dredging endangers stocks

By OUR ENVIRONMENT CORRESPONDENT

DREDGING for sand and gravel could be adding to the damage of fish stocks in the North Sea, a government scientific report claims. Studies indicate that the seabed fails to recover its full marine life more than two years after dredging has ceased.

The marine organisms, plants and animals that live on the seabed play a vital part in the food chain upon which fish populations depend.

Marine dredging is being seen by some planners as a less environmentally damaging way than land extraction of supplying the construction industries with materials.

The study, commissioned by the Ministry of Agriculture, Fisheries and Foods and the Crown Estates, involved a test dredge for gravel off the

Norfolk coast. Over four days during April 1992, 70 per cent of 500,000 tonnes was dredged from a large area. A survey in May this year showed that the area remained substantially damaged and denuded of life.

The scientists are to continue to monitor the area to see how far it might recover and how quickly. They will also monitor effects on fish stocks of plumes of sediment thrown up by the dredging.

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Lord Tebbit respect for Parliament eroded

Tebbit calls for Major to get off the single currency fence

BY ARTHUR LEATHLEY
POLITICAL CORRESPONDENT

LORD Tebbit powered into the European fray last night by telling John Major to seize the initiative from Germany by making clear his opposition to a single currency. The former Conservative Party chairman challenged the Prime Minister to move boldly or leave Britain as a "reluctant follower, not a dynamic leader."

Lord Tebbit entered the annual European fringe controversy by warning Mr Major that Britain's indecision over the crucial issue

had led the United States to look to Germany as Europe's leader. "That is why Clinton believes he can push us around even in Northern Ireland as though this was a Caribbean banana republic," he told a meeting of Tory opponents of the Maastricht Treaty.

"After all, what is our policy towards a single currency? It is to sit on the fence until others have taken their decision. But surely we must in principle either favour or disfavour such a step, not least because it could not fail to bring political union — the creation of a

Euro-state in its train." Lord Tebbit's efforts to press Britain to oppose outright a single currency have been encouraged by what he sees as widespread nervousness among EU members over the prospect.

He has also been buoyed by statements made by Mr Major and senior Cabinet ministers, suggesting that a single currency is a long-term issue, if an issue at all.

"I have little doubt that, even after Maastricht when we gave away our power of veto on this issue, if we took a clear and firm decision to oppose and seek to

prevent the creation of a single currency through the treaty of Rome, we could be successful."

He acknowledged Germany's determination to dominate Europe, but questioned whether such an approach might have to be balanced by the interests of other Europeans. "The future of Europe depends upon the decisions — or the failure to take decisions — of the United Kingdom."

Lord Tebbit repeated his calls for a reduction in the powers of the European Commission, which he said had stripped control from rights as their full-time colleagues.

are tolerant indeed, but for how long will they allow this process of demotion from the ranks of the self-governing peoples of the world to the status of a minority group in a province under foreign domination? No wonder that respect for Parliament, even the respect of parliamentarians for Parliament, is being so rapidly eroded. Its powers are diminished day by day."

He attacked the European Court for imposing retrospective decisions over which Parliament had no control, namely allowing part-time workers the same pension rights as their full-time colleagues.

"Casually, wantonly, with the lack of care or respect for long-established conventions hitherto demonstrated only by imperial powers towards colonial subjects, the European Court imposed its decree with retrospective effect."

"It offends our sense of fair play and honest dealing that the rules should be changed during or after the game to invalidate its outcome."

"Because the Brussels bacon slicer is so sharp and because it slices so thin, will we fail to call a halt to the salami-slicing of our right to self-government until it has all gone?"

Foreign Secretary clashes with sceptics as civil war reopens on EU's future

We must not turn back on Europe, says Hurd

BY NICHOLAS WOOD AND ROBERT MORGAN

DOUGLAS Hurd yesterday clashed openly with hard-line Tory Euro-sceptics, urging his party to resist "siren sounds" imploring Britain to turn its back on Europe.

As the Tory Right took to the conference fringe to reopen the civil war over the future of the European Union, the Foreign Secretary sought to rally the party around the Government's vision of a multi-speed Europe in which member states agree a core of common rules but are also free to choose whether they co-operate in other areas.

Mr Hurd insisted that Britain's interests were served by "steering Europe our way" rather than "kicking over the table". He played down sceptic claims that the 1996 inter-governmental conference was set on a federalist course.

"Some of our partners occasionally hanker after the old federalist blueprint, however faded it looks now."

But in the conference hall, party activists also left the Government in no doubt of their hostility towards greater integration in Europe, although passions did not run as high as during the Maastricht saga.

One speaker, Ronald Forest, from Pembrokeshire, brought his audience to its feet when he declared: "Free trade, decentralisation, enlargement, yes. A common currency, economic and political integration

CONSERVATIVES



IN BOURNEMOUTH

"No, No, No." He was also loudly cheered when he called for curbs on the powers of the European Parliament and the European Court.

The Foreign Secretary's wider message was that in Europe as in the rest of the world Britain had to work with other nations if it wanted to advance its interests and maintain and widen its influence. He warned against the attractions of an inward-looking xenophobic outlook.

"Working with others does not mean giving in to what others want. It does not mean putting our national interests second. It does mean listening to others, realising that others have interests and traditions and sensitivities."

Mr Hurd said that, as the Prime Minister had made clear, Britain was committed to an "open, thriving and flexible Europe — a Europe whose nation states accept

binding rules where they need to. But a Europe of nations free to choose in which other areas they can usefully work together at a speed they are comfortable with."

He denied that Britain was isolated in the debate over the future of the EU. "There is no occasion for mock heroics or for self-pity." Across the Continent, "energetic democracies" were engaged, like Britain, in debates about the EU's future.

While "irritations" still came from Brussels, Britain should not sell itself short and fail to recognise its achievements in Europe. Those included enlargement, which would mean reforming the Common Agricultural Policy and the formulae for carving up regional grants, the Gatt world trade deal, budget discipline, and subsidiarity.

"So we must not be defeatist. There will always be siren sounds, within our party and beyond, suggesting we can just turn our backs on the awfulness of Europe... We must resist the temptation. Our interest lies in steering Europe our way, rather than pretending we belong to another continent... No one wins an argument by kicking over the table."

Most speakers were supportive of government policy, but Mr Forest struck a chord when he said: "Many of us are very concerned about the drive to closer integration and the

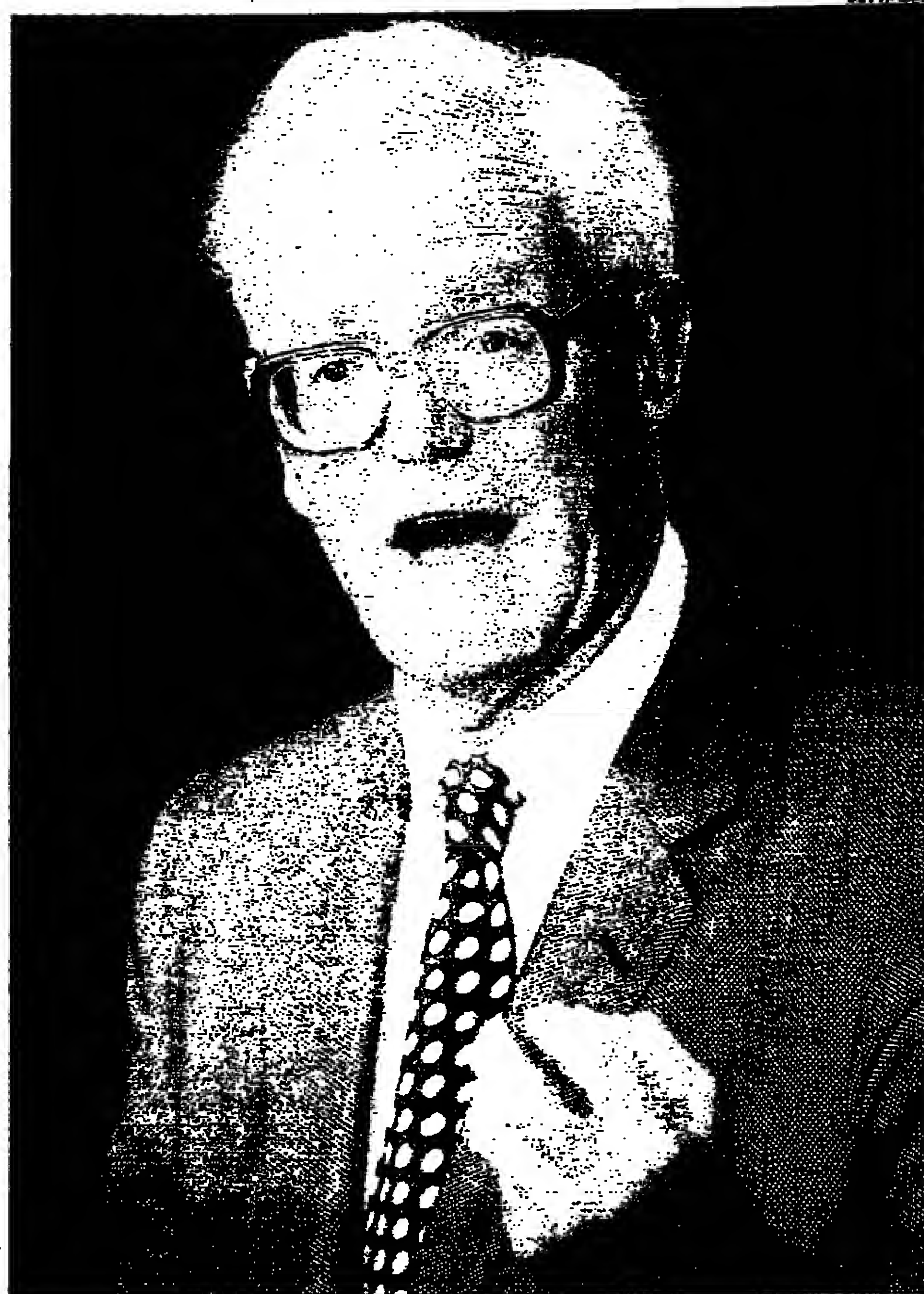
loss of national sovereignty that necessarily implies."

He said he had many doubts about the European Parliament and they knew from the low turn-outs in elections, especially in Britain, that the voters shared those doubts. The British people, he said, "treat this symbol of federalism with the contempt it deserves". He added to loud applause: "If we are not to have a united states of Europe, surely there can be no case for an increase in the powers of the European Parliament."

Opening the debate, Keith Simpson, from Aldershot, said that Britain had to stand up to protect its interests. History and temperament meant that Britain could not be a minor player in world affairs. He dismissed the claim by the Archbishop of Canterbury, Dr George Carey, that Britain was an ordinary little nation.

Anthea MacIntyre, chairman, West Midlands area, argued against any extension of majority voting in the European Council. It was all right for hygiene regulations, she said, but not for deciding whether British soldiers should be sent to fight in a war that Britain did not believe in. All the nation states should preserve their identities and be proud of their countries.

Hurd's warning, page 12
Simon Jenkins, page 18
Leading article, page 19



Mr Hurd yesterday: "No one wins an argument by kicking over the table"

Hunt has no regrets on Delors attack

BY JILL SHERMAN
POLITICAL CORRESPONDENT

DAVID HUNT, reputedly one of the most pro-European members of the Cabinet, yesterday refused to apologise for the increasingly Euro-sceptic stance he has taken over the past 12 months.

Mr Hunt astonished many of his Cabinet colleagues at last year's conference when he made a highly sceptical speech on Europe, which appeared to conflict with his pro-European past. However, the Chancellor of the Duchy of Lancaster, told a fringe meeting held by the pro-European Tory Reform Group that he had no regrets for describing Jacques Delors, president of the European Commission, as a "jumped-up bureaucrat and Eurocrat."

Mr Hunt, president of the group, said yesterday: "I don't change a word of that." Mr Delors' strong belief in centralism had helped to undermine the vision of Europe he (Mr Hunt) had dreamt of.

While reaffirming his support for Britain at the heart of Europe, Mr Hunt adopted the sceptical tone used by the Prime Minister during the European elections.

The great "European enterprise" no longer captured people's imagination. "The Danish 'no' and the narrow French 'yes' and our own last year's 'no' in Parliament last year were all signs of a growing scepticism about the Maastricht Treaty, Europe's first step towards a union of nation states."

"The headless, self-proclaimed 'yes' of the 1990s has gone, and people are asking: 'What's the Union for?' We must now show that we understand these warnings."

Mr Hunt hit out at bureaucracy, over-regulation and over-centralisation in Europe, arguing that the Conservative case was for "a Europe of closely linked nation states all committed to free trade and social market economy."



Hunt: "I don't change a word of that"

CAP reform launched

BY ROBERT MORGAN, POLITICAL STAFF

WILLIAM Waldegrave, the agriculture minister, is to launch a drive to reform the European common agricultural policy. He told the Conservative conference yesterday that existing rules for supporting farmers must change and the British Government would "make reform of the CAP central to European developments."

The agricultural support system, introduced to give aid to thousands of smaller farmers across the original six members of the European Union, was "the source of huge and unnecessary expense to consumers and taxpayers", Mr Waldegrave said.

He is to set up and chair a policy group made up of experts on CAP reform from within and outside Whitehall. The task could take ten years, he said, but he said he believed Britain must take a long-term view.

If the European Union expanded and embraced the Central and Eastern European countries of the old Soviet bloc, the existing CAP rules would mean that food production would surge and huge mountains of surpluses would reappear. He estimated that more than £10 billion could be added to the cost of the CAP.

Britain, which had been in

the forefront of reform in the past, was now finding allies in Europe for its demands for change. In the past the policy had driven ahead, production regardless of financial cost or damage to the environment.

"Common sense and necessity mean the CAP must change," Mr Waldegrave said. He also announced plans to change the law governing tenant farms, which was introduced in 1976. He said it had led to the drying up of holdings to let.

A Bill would be introduced in the new session of Parliament in November intended to reverse the decline of the tenanted family farm.

The two Normans boldly go where 'bastards' fear to tread

NORMAN Lamont and Norman Tebbit yesterday said in public what Michael Portillo and the other Cabinet "bastards" believe in private. They envisage a separation — in Mr Lamont's case even a divorce, though with access — between Britain and the European Union. By saying as much they threaten the fragile Tory consensus on Europe which John Major and Douglas Hurd have created. The speeches yesterday by Mr Hurd and Lord Howe, on the one hand, and Mr Lamont and Lord Tebbit, on the other, are in the long-run irreconcilable.

The Major-Hurd approach has sought to maximise common ground, such as enlargement and the single market, and to postpone issues of difference, particularly further integration. Central is their claim that, far from being isolated, Britain's views on decentralisation and a flexible Europe are increasingly shared by its partners.

It is that which the two Normans explicitly deny — paradoxically agreeing with the more enthusiastic pro-Europeans that the Franco-German inner core is as determined as ever to press

ahead towards monetary and political union. Mr Lamont, who can hardly restrain his lack of enthusiasm for the Prime Minister, argued that "we deceive the British people and ourselves if we claim that we are winning the argument in Europe." He dismissed Mr Major's analysis as "wishful thinking".

The argument is not clear cut. Britain can claim influence in areas such as subsidiarity and inter-governmental co-operation. But on the bigger question of the direction of Europe, the two Normans are right to argue that there is a real divergence of objectives between Britain and much of Europe. Britain is not doomed to be on a collision course with its partners, as Mr Lamont suggests. But the process implies political goals rejected by many Tories.

From the opposite position, Lord Howe admits the same predicament over long-term goals. In an interview in the Tory Reform Group's magazine, he says: "our partners will see us as so much committed to a la carte that

we aren't really admissible to the table d'hôte. If we merely deploy hostility towards the two speed argument, and insist that the outer group has the right to proceed at a speed so slow that its pace is imperceptible, our partners may see us as so half-hearted as to be excluded in practice from their future plans."

These choices cannot be fudged indefinitely. They are producing increasing strains not only among the grandees, past and present, but also among the reduced, and much-abused, band of Tory members of the European Parliament. The issue is how Britain exercises its influence.

Mr Lamont believes a quasi-independent role is possible, not just blocking further political integration but in loosening existing ties via membership of the free-trade European Economic Area or via outer tier community membership.

These are much riskier options than Mr Lamont suggests, or Lord Tebbit implies with parallel proposals which would do away with the European Parliament. In effect, they would mean withdrawal from the present European Union. Lord Howe argued that "for Britain to influence her

future, we have to be in a position of influence within the European Committee. To suggest that we will help ourselves by jostling off into the clear blue sea is quite frankly unrealistic, unconstructive and wrong." Mr Hurd yesterday sought to educate his party on the choices and against the decisions of those who take a self-pitying or defeatist view. "Our interest lies in steering Europe our way, rather than pretending we belong to another Continent."

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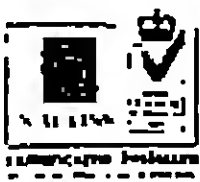
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'We seem to have joined a club very different from that we had in mind in the early 70s'

Lamont sees no reason to stay in federal Europe

The following is an abridged version of Norman Lamont's speech to the Seldon Group meeting in Bournemouth yesterday.

"I suspect that I am not alone in having been surprised at how our membership of the European Union has turned out. We seem to have joined a club very different from that which we had in mind in the early 1970s. The forces for political integration have proved far stronger than was foreseen.

"We deceive the British people and we deceive ourselves if we claim that we are winning the argument in Europe. There is no argument in Europe. There is Britain's point of view, and there is the rest of Europe. The only question at Maastricht was how much Britain could swallow and what special arrangements could be made for us. There is not a shred of evidence at Maastricht or since that anyone accepts our view of Europe.

"Because the subject is so difficult and so embarrassing it has become fashionable to say that a single currency will not happen. The Prime Minister has described moves towards a single currency as having all the potency of a primitive rain dance. This is wishful thinking.

"All the signs are that convergence conditions are likely, in the next few years, to be attained in a core group of countries, including France and Germany, and these countries remain as determined as ever, to press ahead towards the creation of a federal Europe based on a single currency.

"The main argument against a single currency is political rather than economic: is it possible for a group of countries to have a single currency without also having a single government? I think not.

"The opt-out from the single currency that I negotiated at Maastricht has put this issue on one side at the moment, but it is only for the moment. It is important that any

illusions on his score are dispelled because the next round of European integration is starting. It will culminate in the inter-governmental conference (IGC) in 1996.

"The plain fact is that the 11 other members want a European Union that is an European State, whether they express it in these precise terms or not. The only position around which the party can be united is opposition to any further moves towards European political integration.

"It is better to proceed from facts rather than aspirations. Britain is not at the heart of Europe: it is on Europe's Western edge. For Britain, European integration represents a threat to the way Britain is

'We deceive the British people and we deceive ourselves if we claim that we are winning the argument in Europe'

governed, a system of government for which I for one have the greatest respect. The nation State is here to stay and attempts to create a federal State that supersedes sovereign nations is dangerous and doomed to failure.

"Further attempts to pursue the will-o-the-wisp of common ground with our partners will have only one result: Britain will be dragged down a road, opposed by the vast majority of people in this country. The future search for a non-existent consensus with our European partners will only end in greater disillusionment. That is why it is urgent today that we confront the choices that face us about our European future.

"That means looking at all the options ranging from membership of an outer tier to participating solely in the European Economic

Area. One day it may mean contemplating withdrawal. It has recently been said that the option of leaving the Community was unthinkable. I believe this attitude is rather simplistic.

"Today, when we come to examine the advantages of our membership of the EU, they are remarkably elusive. As a former Chancellor, I can only say that I cannot pinpoint a single concrete economic advantage that unambiguously comes to this country because of our membership.

"Mr Lamont dismissed the argument that British membership is the main reason why it receives a generous share of inward investment. He suggested that factors such as the English language, good industrial relations, low inflation, the opt-out from the social chapter and a free-market industrial policy were more important.

"Membership of the EU is not the only way Britain can obtain access to Europe's markets. Membership of the EEA would achieve this and, in any case, in the low-tariff world of Gatt, Europe is no longer the protected fortress it once was. Alas, when one comes to list all the disadvantages of the European Union these are all too easy to elaborate."

"He listed the drawbacks as the high cost of the Common Agricultural Policy and of Britain's contribution to the EU budget.

"The indirect costs, though, are more significant. Compared to the rest of the world Europe is a high-tax, high-spending area burdened with government regulations and consequently with high unemployment. In 1979 Britain elected a Government dedicated to reducing the role of the State in the economy and reducing the burden of taxation. The impulse in Europe is in the opposite direction.

"Our continued membership of Europe means that, reluctantly, we are participating in a process leading to a political goal that most politicians claim they do not want



and which is certainly not wanted by the people of this country. Unless this central reality is acknowledged, the issue of Europe will continue to dominate our politics and poison the Conservative Party for many years to come.

"If Britain were not a member of the EU today I do not believe there would be a case to join. It is nonsense to suggest that it could not be viable on its own. There is no reason why it should not be as viable on its own as Australia, Canada or Japan.

"I do not suggest that Britain should today unilaterally withdraw from Europe. But the issue may well return to the political agenda. Britain is on a collision course with its partners unless we can find a means of resolving the different aspirations.

"One alternative would be for Britain to say at the 1996 IGC that we do not want to participate in any further political development in Europe, that we do not want more powers for the European Parliament, nor do we want any more majority voting and we do not want to participate in the single currency.

Britain would simply declare 'Here we stand' and 'No further'. Of course, we could use our veto to block moves to further political integration but I do not believe that this would be sensible. Much better would be to devise arrangements that, as far as possible, enabled British industry to exploit the opportunities created by trade

'The lesson of Maastricht is that the Tories will not go any further down the road to a federal Europe'

liberalisation in Europe without participating in or being bound to the creation of a federal Europe.

"A second alternative would be for Britain to seek membership of the EEA rather than of the Union. It would then be part of a free trade area rather than a customs union. There would be freedom of goods, services and capital. But we could

scrap the CAP and negotiate our own trade agreements. We would also withdraw from the European Parliament. If we didn't like a new directive we would not have to implement it, although exporters would have to conform to it.

"A third, more considered, alternative would be for Britain to set out to negotiate an outer-tier Community membership which involved only the free-trade parts of the Treaty of Rome. While this would have similarities to membership of the EEA, it would be preferable in that it would give outer-tier members an equal say in the trading rules which apply to them.

"None of these alternatives is without its problems but they are infinitely preferable to the present situation.

"Faced with the UK following any of these options, the Germans and French would go ahead, establishing an inner-core Europe around a monetary union. I do not see why anyone in Britain should regret this or wish to prevent it.

"We have been told that it would not be in our interest to have a two-speed Europe with some countries

integrating faster than others. But what have we to fear if others choose a different destination and different institutions for governing themselves? In any case it is not two speeds at all. It is two completely different directions.

"The 1996 IGC will force Britain to make a fundamental choice. The lesson of Maastricht is that the Conservative Party will not go any further down the road to a federal Europe. The Maastricht treaty meant that the key decision on whether Britain should participate in the single currency was postponed. In 1996 questions about Britain subscribing to a Europe with an avowedly federal character will have to be confronted.

"Being part of a federal Europe is not what the British people or the Conservative Party want. However, the Labour Party is increasingly becoming the party of the Euro-federalists.

"The role of the Conservative Party is clear. The Conservative Party is the party of the nation. It is not the party of Europe. It is only the party of Europe when Europe serves the nation."

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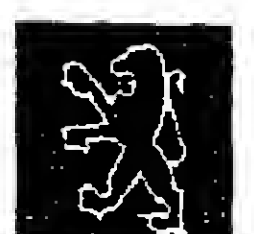
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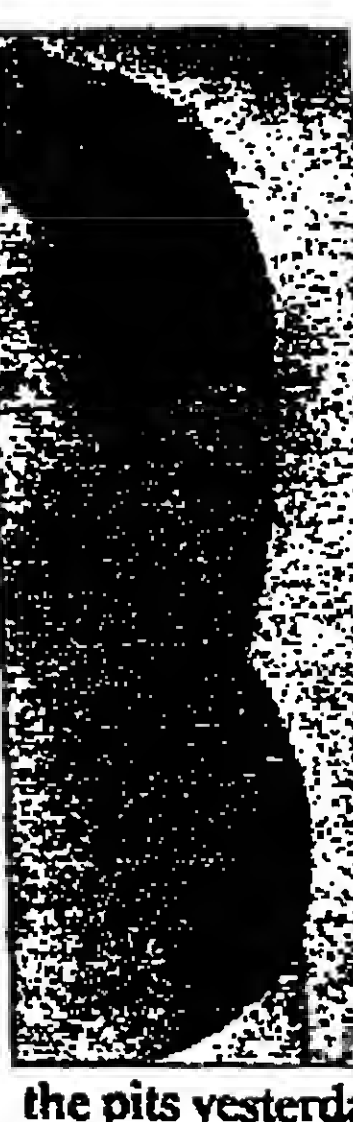
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Powell re-enters fray with a plea to preserve the Union

BY ARTHUR LEATHLEY
POLITICAL CORRESPONDENT

ENOCH Powell, the veteran Unionist and former Conservative MP, returned to the Tory conference fringe yesterday to demand that Britain protect the majority population of Northern Ireland.

Mr Powell challenged John Major to retreat from comments that Britain would agree to a united Ireland, and pressed for continued commitment to safeguard the Union in any future discus-

sions on Ulster. The former MP for Wolverhampton South West and later South Down was cheered when he told a fringe meeting organised by the right-wing Conservative Way Forward that Britons needed to protect the population of Northern Ireland.

"Unionists' devotion to the Union is more than a sentiment on the part of the people of Northern Ireland. It is a realisation that the Union is their one protection against being taken out of the nation

to which they believe they belong. Believing you belong to a nation is belonging to that nation."

He criticised politicians for being led by Whitehall officials. "By agreeing to the wheeze offered to him by his officials," he [Mr Major] thought he could achieve what no one before him has achieved," said Mr Powell, adding that the Prime Minister would face the problems of his predecessors in reaching agreement with Republicans. Sir Patrick Mayhew, the

Northern Ireland Secretary, will face grassroots protests tomorrow over the Government's signing of the Joint Declaration last December.

Mr Powell spoke to the most fervent Tory opponents of a united Ireland, but a succession of conference motions from Conservative associations also demand that the Government protect Ulster's right to remain in the United Kingdom. Conservative campaigners are pressing for an amendment to be called during the Northern Ireland de-

bate, establishing a commitment to protecting the Union. North Down, the largest constituency association in Northern Ireland, which is tabling the amendment, demands that the Government "state unequivocally that it values every part of the United Kingdom and that all its citizens are better off staying British".

Mr Major's efforts towards securing a ceasefire have won enthusiastic backing elsewhere from supporters and political opponents, but some

Tories fear he is moving too quickly away from past commitments to maintaining the Union. They are afraid that devolution of power to Northern Ireland could lead to Scotland and Wales pressing for a further break-up of the Union.

Mr Powell insisted that past British governments' indication that Northern Ireland could move out of the United Kingdom has "provided continuing support and maintenance of the IRA". He denied that the ceasefire

would be permanent. "The IRA will resume its activities as soon as it realises that it cannot realise its objectives."

Douglas Hurd, the Foreign Secretary, told the conference that decisions would be taken on the "impregnable rock of principle" that "the future of Northern Ireland depends on the people of Northern Ireland". He said: "Those who try to evade this principle, whether by bomb and bullet, or by the camouflage of political propaganda, will continue to fail."

Blair is accused of political squatting

By Philip Webster

DOUGLAS HURD has issued the strongest warning so far given to the Tory party against moving to the right to counter the threat of Tony Blair.

The Foreign Secretary accused the new Labour leader of trying to clamber on to Conservative territory in "one of the most brazen squats in political history".

Mr Hurd is the leading opponent in the Cabinet of calls for the Tories to move away from the centre ground. In an address to the Tory Reform group in Bourne last night he said that they must resist the temptation to "wander off into the desert" because Labour had moved closer to their ideas.

He went on: "That may be called the Michael Foot error of leadership. Michael Foot believed, as Mr Benn still believes, that people failed to vote Labour because Labour was not sufficiently extreme. That proved foolish for him and would prove foolish for us. We shall not regain lost support by gambling at the extremes of policy."

Mr Hurd said that people would like to see tax cuts but only when the Chancellor was clear the national finances were in order. In an apparent reference to the possible sale of the Post Office, about which he is doubtful, he said that people did not reject privatisation but wanted to see it argued through on the merits of each case, not imposed as a dogma. "If we lose touch with these commonsense convictions then we shall really find ourselves in the wilderness."

The Conservatives needed to show that their vision of society was broader and richer than capitalism, and that the market could only deliver its promise within a social and political context.

Mr Hurd said that Labour had transformed Britain after 1945 and, the Conservatives had transformed it since 1979. The world had rejected socialism and there would be no going back to 1945.

"Exactly for this reason Mr Blair is trying to clamber on to our platform, paint it a different colour, and claim it as his own."

Today's agenda
Michael Heseltine, President of the Board of Trade, will wind up the debate on trade, industry and energy. The other debates will be on employment, health, defence, social security and heritage.

Cabinet split over plans for national identity card

By Philip Webster and Nicholas Wood

FIERCE divisions have erupted inside the Cabinet over proposals from Michael Howard to bring in a nationwide identity card scheme.

The Home Secretary has secured the Prime Minister's backing to announce to the Conservative conference tomorrow plans for a Green Paper setting out options for a voluntary scheme.

But the eventual introduction of a workable plan remains open to question because of doubts raised by a number of key Cabinet ministers including Peter Lilley, the Social Security Secretary, Kenneth Clarke, the Chancellor, and Douglas Hurd, the Foreign Secretary.

The idea of a compulsory scheme favoured by many Tory MPs has been resisted inside a Cabinet committee chaired by David Hunt, the Prime Minister's Cabinet trouble shooter. But Mr Howard has been given clearance to make his announcement because of Mr Major's firm interest in exploring all possibilities and support from other ministers such as Brian Mawhinney, the Transport Secretary.

According to some sources the Green Paper will be "very green", with the option of doing nothing remaining a possibility. Ministers have been discussing the idea of a voluntary card which could be used both as the new driving licence with photograph, and the British visitors' passport. Under one scheme it could become a passport for use inside the EU only. The stron-

gest opponent in the committee discussions has been Mr Lilley, who objects to the idea on civil liberty grounds, because it will not help to clear up benefit fraud and because it will remove some of the traditional character of British life.

Mr Clarke has voiced doubts on political as well as financial grounds. Mr Hunt is reported to be "ambivalent" and Mr Hurd is far from convinced. Arguments against a compulsory card are that it would require new laws making it an offence not to carry the card. It would mean the return of "sus" laws and ministers are not prepared to go that far.

Opponents say a voluntary card would be the worst of all worlds, because it would not catch the people at whom the scheme is aimed. In the summer, Dr Mawhinney was cautious about the possibility of converting to ID cards the proposed new "smart card" driving licences bearing a photograph of the holder. He insisted that his moves towards new-style licences had no bearing on separate Cabinet discussions over ID cards. At the time, Labour protested that the Government was trying to introduce ID cards by the back door.

However, it was clear last night from ministerial sources that the Government sees merit in having a single card covering a range of uses. Ministers see it as potentially valuable weapon for the police in the battle against crime.



The Prime Minister congratulating Jeremy Hanley on his speech, in which the party chairman predicted a fifth successive Tory election victory

Bullish Hanley makes amends for gaffes

By Philip Webster
POLITICAL EDITOR

JEREMY Hanley fought back from a shaky start as Conservative chairman to win a lengthy ovation yesterday for a speech in which he predicted that John Major would lead the party to a fifth general election victory.

Mr Hanley, whose early weeks at Conservative Central Office have been marred by embarrassing gaffes, received a warm reception after speaking in a "Conservative revival, starting right here and starting right now".

He delighted party activists with a fierce attack on Tony Blair - "nice new Mr Blair" - and described him as a man without memory and apparently without conscience. He said that Mr Blair might dream of a new socialism "but his party remains a nightmare of old socialism". After an uncomfortable time in the

radio and television studios recently, Mr Hanley appeared to have found his ideal stage and his knockabout style went down well. The loudest applause came when he paid tribute to the leadership qualities of the Prime Minister.

Mr Hanley said: "We are proud to be led by him, proud of his achievements and proud he will take us to victory again: a victory not through deals and pacts with other parties, not by casting aside our long-held principles and values because of a lust for power, but by our determination and our dedication and on the realities of our achievements."

Praising John Major's initiative on Northern Ireland, Mr Hanley called him "the right man in the right place at the right time".

He mocked Labour's claim to be the party of law and order, contrasting the party's decision to abstain on key parts

of the Criminal Justice Bill with Mr Blair's talk of being tough on crime and tough on the causes of crime. The Tory chairman declared: "We are the only party of law and order and we will never stop being the party of law and order."

Mr Hanley said he was sick of those who sought to belittle the Government's achievements, including an economy that was growing faster than in any country in Europe. He acknowledged party supporters wanted to see that recovery translated into confidence, jobs and prosperity, and pledged: "We can achieve it."

He added that on visits around Britain: "I have found a party which is determined to fight back and win. Again and again in the last 15 years the pundits have written us off. But again and again we Conservatives have bounced back."

Mr Hanley challenged Labour:

"How could a party which has been wrong on just about everything in the last 15 years possibly be the right party for Britain in the next few years? Blair talks of full employment but he wants a minimum wage, which every independent expert agrees would destroy jobs."

"Blair says he stands up for Britain but he wants a massive transfer of power and sovereignty to Brussels through the social chapter and throwing out our veto. Labour wants a much bigger role for the State, paid for by sharply higher taxes."

By the end of his speech Mr Hanley had the audience in the palm of his hand. But it was not an accident-free day. Earlier he had been absent from the platform at the moment when Bill Sturtford, conference chairman, turned to introduce him. Officials said Mr Hanley had not been scheduled to be on the stage at the time.

Regions win right to transatlantic flights

By Jill Sherman, Political Correspondent

REGIONAL airports are to be opened up to transatlantic flights, Brian Mawhinney disclosed last night as he announced a series of transport initiatives.

The Transport Secretary told the conference he would implement the "largest, unilateral air transport liberalisation this country has seen" as he set out details of his programme over the next year. He would approve "without preconditions" all new services by British or American airlines from anywhere in the United States to airports such as Manchester, Birmingham, Newcastle, Edinburgh, Cardiff, Belfast, Stansted and Luton.

The announcement places pressure on the Americans to come back to the negotiating table to sort out long-standing and restrictive bilateral air regulations.

Dr Mawhinney said: "New services will allow passengers to board transatlantic flights much closer to home. In time, it will offer more competition, more choice, more frequency of service and the prospect of keener fares."

He also confirmed that photographs would be carried on driving licences from July 1996 following a consultation exer-

cise which showed that 85 per cent of respondents supported the plan.

Dr Mawhinney announced that he had instructed Railtrack to ensure that train services from the regions to continental capitals, via the Channel Tunnel, could start operating within 16 months.

The first services to Paris and Brussels from Glasgow, Manchester and Birmingham

ham, with final stops at Peterborough and Milton Keynes should start at the beginning of 1996.

"Transport used to be dominated by largely nationalised, public sector interests. Now consumers' interests come first," Dr Mawhinney said.

That transformation had been achieved through ensuring greater competition, investment where it mattered

most and improving service delivery. "Those are Tory principles and we will build on them."

Launching a robust defence of rail privatisation, he said that a modern and efficient railway would be achieved by privatising Railtrack, franchising services, and selling other parts of British Rail.

"Privatisation looks to the future in contrast to a Labour

Party which is rooted in the past," he said. "Part of the political agenda in the recent rail strikes was a Labour/union attempt to wreck rail privatisation. They have failed."

Attacking the relationship between Labour Party and the trade unions as cosy, Dr Mawhinney said: "Frank Dobson, its transport secretary, wanted the union to be given whatever it demanded - but then, he's sponsored by the rail union."

"John Prescott thought the union's claim was very just but he's also sponsored by the RMT."

Later the Transport Secretary tried to dispel fears of costly motorway tolls by claiming that on 1.5p per mile, it would cost a motorist about £3 to drive from London to Bristol and back. On those figures between £700 million and £800 million a year would be raised to spend on improving motorways.

However legislation would not be introduced in the next session. "Next year we expect to choose the most promising systems for the new technology and to start testing them. Then we will think about necessary legislation," Dr Mawhinney said.



Bottomley tastes ire to come

TORY activists at a fringe meeting gave Virginia Bottomley, the Health Secretary, an uncomfortable time yesterday over health reforms.

They protested that the reforms had created an army of bureaucrats, imposed big new bills on the elderly, and led to money being wasted on sprucing up the image of trust hospitals.

Yesterday's exchanges were a hint that Mrs Bottomley could come under fire in the conference hall today in the set-piece debate on health. She is expected to try to reassure her critics by announcing plans to prune NHS bureaucracy and to expand GP fundholding to embrace smaller practices.

MPs warned to stop squabbling

By Arthur Leathley, Political Correspondent

DEMORALISED Tory activists yesterday told MPs to end internal squabbling or risk losing the next general election.

Ministers were also warned that the party faced defeat if it failed to fight off the Labour and Liberal Democrats surge at council level.

After a year in which the number of Conservative councillors has been slashed by more than 400, rank-and-file Tories appealed for greater backing from Westminster in their battle to reverse the decline.

Conservative MPs and councillors were criticised for public divisions which had damaged the party's performance in the local council elections held in May and the June European parliamentary elections.

Grassroots Conservatives told the conference that Labour and Liberal Democrat successes in last May's local council elections had given the two opposition parties a base on which to win general election seats.

During a local government debate, Elgar Jenkins, from

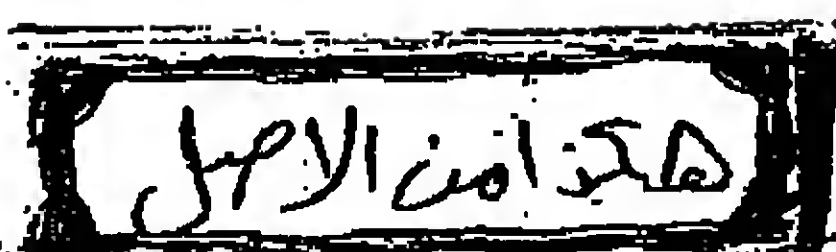
Bath, told the conference: "If we are going to win, as we must, in the next election, we must build ourselves up in local government as the Liberal Democrats have done."

Mr Jenkins demanded that the party should begin campaigning now towards next May's local council elections, in which 10,000 seats will be contested in England.

David Curry, the local government minister, conceded that the Liberal Democrat and Labour surge in the local elections posed a new threat to the party nationally. The two parties' candidates were "no longer anonymous nondescripts having a token shot at an established Tory MP - but people who will use their local power base to undermine and attack, but fair means or foul, this government and its representatives."

He went on: "What we must do is to make sure we present a united and loyal party so that the message of recovery and success is clear, convincing, confident and not blurred and disfigured by division."

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Allied men 'want to go all the way to Baghdad and finish the job'

By CHRISTOPHER WALKER

"I FIRMLY believe that the allies will soon take action. Surely, they cannot come all this way and do nothing against a tyrant like Saddam Hussein. It would be like going to Cairo without seeing the pyramids."

This observation by a Kuwaiti naval lieutenant was made as his motorised dhow chugged alongside the six allied vessels moored off Kuwait. The warships represent the advance guard of an armada gathering in the area. The most recent vessel to arrive was the

USS Tripoli, an amphibious craft carrying 2,000 combat-ready US Marines.

The lieutenant claimed that his naval chiefs were convinced, after briefings by their American counterparts, that military action was planned in the coming days, probably in the form of a pre-emptive strike against the Iraqi President's Republican Guard. "They have told us to continue making preparations for action at our base," he said. Baghdad's claim that it is pulling back from the Kuwait border "has come too late and is not believed". The

Kuwaiti's remarks reflect a growing conviction at all levels of society in the emirate that something must be done about Saddam, and that President Clinton is prepared to do it. The question of how far to go, however, remains unanswered.

There have been arguments since the end of the Gulf War in 1991 about whether or not the US-led coalition then made a mistake in not toppling Saddam. George Bush, the former US President, speaking in Tennessee this week, said he had decided to end the fighting so as to avoid another

Vietnam. He said that a lengthy conflict would have "turned the Arab world against us" and would have led to the collapse of the international coalition.

Mr Bush, still regarded as a hero by Kuwaitis, added: "We were operating under international law. The objective was to stop the aggression and remove Saddam's forces from Kuwait. We were making a major statement about international law and we were successful."

After the war, General Norman Schwarzkopf, the commander of the allied forces, criticised the

hawks in the White House who had called for Saddam's head, saying that they got their bravado from watching Hollywood films. "These were guys who had seen John Wayne in *The Green Berets*, they had seen *Rambo*... *Patton*, and it was very easy for them to pound their desks and say, 'By God, we've got to go in there, gotta punish that son of a bitch'. Of course, none of them was going to get shot at."

But the general, too, had initially expressed his disagreement with stopping the war as quickly as ordered, but recanted after his

superiors reminded him that he had already agreed to the move during a teleconference session.

Three and a half years on, the Saddam problem remains. The removal of the Iraqi President by commandos, paid assassins or "smart" bombs is not a prospect, just as was the case during the 100 hours of ground combat in 1991. That leaves the option of a pre-emptive strike, which was talked up yesterday by a number of leading figures in the Clinton Administration, including Madeleine Albright, the US Ambassador to the United Nations. Voicing the

feeling of many in Kuwait, she said: "People want something to happen so that this type of provocation cannot go on."

The sentiments of the fighting men was expressed by John Hurstwood from Plymouth, who was yesterday manning one of the machineguns on HMS Cornwall, moored off Kuwait. "If anything happens militarily this time, the feeling of all the lads on board is that we shall go all the way to Baghdad and finish the job. It is too costly for Kuwait and the world to let this sort of behaviour go unchecked," he said.

US seeks exclusion zone on border

FROM JAMES BONE IN NEW YORK AND RICHARD BRESTON IN MOSCOW

THE United States is laying the diplomatic groundwork for the possible creation of a Sarajevo-style weapons exclusion zone on the Iraq-Kuwait border.

Madeline Albright, the US Ambassador at the United Nations, has asked the other permanent members of the Security Council — Britain, China, France and Russia — to suggest ways of preventing a repeat of Iraq's troop build-up. But American officials are already exploring the legal justification for the creation of a ground exclusion zone similar to the heavy weapons exclusion zone declared by Nato in two of the six UN "safe

transforming the current situation and even easing sanctions," said Grigori Karasin, the ministry's spokesman.

Andrei Kozyrev, the Russian Foreign Minister, yesterday went as far as making excuses for the Iraqi troop build-up, saying Moscow had received assurances from Baghdad that the forces were only involved in exercises and were already being ordered back to barracks. "I hope there will be no over-reaction," Mr Kozyrev said, in a veiled criticism of the build-up of American and British forces in Kuwait. "UN activities should encourage rather than punish... Otherwise we will see new outbursts of despair."

His comments came as Rolf Ekens, Swedish head of the UN special commission in charge of dismantling Iraq's weapons of mass destruction, said Iraqi troop movements were a tragedy for the suffering Iraqi people. He feared that, Saddam's action had ruined Iraq's chances of a review of sanctions, which he said would have been eased otherwise.

Although all five permanent members of the Security Council stood firm against Iraq after its invasion of Kuwait in 1990, divisions have since surfaced on how to treat the Iraqi dictator. Today Britain and America are firmly opposed to the four-year boycott being lifted, while Russia, France, and China are in favour of concessions.

Russia argues that Iraq should be rewarded for complying with most UN resolutions imposed after the Gulf War, but Moscow has a vested interest, namely the \$5 billion it is owed by Baghdad and which can only be repaid once Iraqi oil is being pumped again.

The Russian government also has its eye on new trade export deals to Iraq involving arms sales and technical assistance in rebuilding its damaged industry.

The United Nations already has a peacekeeping force of about 1,200 men policing a demilitarised zone on the Iraq-Kuwait border that reaches six miles into Iraqi territory.

Iraqi pullback, page 1
Anthony Sampson, page 16
Letters, page 17

Basra bandits rob the press

Basra. Journalists heading to the Kuwait border on a trip organised by the Iraqi government were ambushed, robbed and threatened with death on Monday night by a heavily armed gang near Basra, the main city of southern Iraq.

The hold-up took place as the journalists travelled after dark on a bus to report on tension at the frontier. Those robbed included journalists from Reuters, Cable News Network and the French news agency AFP. Most of the men were left in their underwear by the gang of nine men, armed with Kalashnikov rifles. (Reuters)

areas in Bosnia — Sarajevo and Gorazde. "What we are looking at are ways to try to make sure that the Iraqis stay well, well behind their borders," Ms Albright said on American television.

Meanwhile, Russia yesterday sent a team of senior diplomats to the Gulf to defuse the crisis with a peace plan approved by President Yeltsin.

A Foreign Ministry spokesman hinted that the proposed envisaged Baghdad withdrawing its troops from the border in exchange for agreement by the UN to ease sanctions. "The plan is aimed not only at averting a new round of tension but also at



Malcolm Rifkind in his office yesterday during his interview with The Times

Rifkind says Britain ready to build up Kuwait force

By MICHAEL EVANS, DEFENCE CORRESPONDENT

THE Government is prepared to send more troops to Kuwait if the present confrontation with Iraq deteriorates, Malcolm Rifkind, the Defence Secretary, pledged yesterday.

In an interview with The Times on the day the first batch of Royal Marines left Edinburgh for Kuwait to join American and Kuwaiti forces, Mr Rifkind said: "As we showed during the Gulf War, we will make a substantial contribution if that is required, depending on how matters develop over the next few days and weeks. Naturally, we hope the crisis will soon be over." With the dispatching to the Gulf of 800 Marines and soldiers, another six Tornados, and a second warship, Britain was already making a more important contribution to the coalition build-up than any other country, apart from the United States.

"Naturally if the judgment was that the threat to Kuwait had not diminished and might be increasing, then we will have to take account of that in assessing the level of contribution we make as part of a coalition force," he said.

For the American-led coalition land campaign against the occupying Iraqi forces in Kuwait in 1991, Britain sent a division of 25,000 troops, 170 tanks and 84 artillery pieces.

Asked whether Britain, America and other coalition partners now faced the prospect of dancing to Saddam's tune, having to respond with troops and fighter aircraft every time Iraq appeared to be threatening Kuwait, Mr

Rifkind said: "One has to reflect on the significance of what has happened in the past few days. We haven't been rushing back and forth to Kuwait in the past four years. But the judgment on this occasion was that the Iraqi action was not simply a minor tactic but something more formidable."

"The movement of 60,000 troops is a major event for the Iraqis and that is why the [United Nations] Security Council decided this was not a minor incident but a serious threat to Kuwait's independence. Whether it is a deliberate decision to act aggressively or whether it is just

Even Saddam's closest advisers are unwilling to give him advice that he does not want to hear"

bluster, either interpretation requires a robust response."

He added: "Also Saddam is acting from a position of weakness, not of strength. His position in Iraq is under severe strain, the sanctions having a very damaging effect on the Iraqi economy; and the way Saddam has reacted to that has been based, as it has in the past, on a miscalculation, misunderstanding the way the international community will operate."

Judgments would have to be made about whether any Iraqi action posed a serious threat to Kuwait. The prime minister, he said, would see the end of sanctions and a return to the international

community. That hope had now been pushed "substantially backwards". He said: "The idea that the way to reassure the Security Council that it is no longer a threat to its neighbours is to send 60,000 troops to the Kuwaiti frontier shows an extraordinary misunderstanding. But one has to remember that Saddam is not only a despot, but a very isolated despot."

"Because of the nature of his regime, even his closest advisers are unwilling to give him advice that he does not want to hear. [That] leads to errors of judgment," Saddam, he said, was "an albatross" around the neck of the Iraqi people and was "the single greatest impediment to Iraq's returning to the international community". Mr Rifkind said everyone in the coalition against Iraq was in an "immeasurably better position" now than was the case in 1990. The Kuwaiti forces were more formidable. America had a great deal of equipment pre-positioned in Kuwait. The other Arab countries in the region had also spoken unanimously in favour of responding to Iraq's latest threats, "which was not the case four years ago".

Mr Rifkind would not comment on the possibility of a pre-emptive strike against the Iraqis. He said: "I do not want to speculate on the military options, but there are a number of possibilities."

He said the Government had responded with troops because there were important British interests in Kuwait. achievement, tough match-second round years to come, something of in his career Nick Faldo, his armer and the ingomeric ad-ll others in the hole. as a year ago, lost that match foot on the first would be have opponent. He has hardened in the tween — Friday, night he remem- the day Colin e truly came of mid-class golfer, he man himself, in his victory over e sat, calm and obviously disap- I reflected on his es this week. plenty to be posi- he said, "Any at who I've beaten you have to be 'a quite happy I came into this t as fifth seed and final. I didn't do ice against Ernie, d very well, but I o away from here ty happy." avour with tongue on this gravest of undays was a quan- ap from the erie who has in the med out of press : when beaten, who ted out a tongue- a hapless spectator asking more crim- blowing his nose at ig moment. Monty ? Not on this day, he Moderate more : long may it last.

Iraqi war losses 'exaggerated'

FROM IAN BRODIE IN WASHINGTON

IRAQ'S losses of men and equipment in the Gulf War were vastly exaggerated by the United States, according to a report yesterday.

The new assessment by NBC News came amid renewed criticism of George Bush for stopping the land war after 100 hours. There were also growing calls that this time the US should seize the initiative to launch missiles directly at President Saddam Hussein's forces and command and control centres if he does not withdraw from the Kuwait border.

In a view not reflected in the memoirs of Gulf War generals, Ed Rable, NBC's Pentagon correspondent, said Iraq's military strength, along with the number of troops killed

and combat equipment destroyed, were all overestimated. For example, the official US estimate of tanks destroyed was 3,956, but post-war analysis showed only 3,475 tanks had ever been in Kuwait. The estimate for Iraqi artillery wiped out was 3,092, but analyses showed only 2,475 big guns were deployed by Saddam's forces.

The biggest overestimate was in numbers of Iraqis killed. The figure given at the end of the war was 150,000. Now analysts say the real figure was about 15,000. NBC said it had also determined that Saddam committed fewer of his best troops to the Gulf War than the US estimated. He held 21 of his 63 divisions in reserve and did not deploy

all of his Republican Guard divisions at full strength.

Avoiding excessive carnage was one reason given by Mr Bush for cutting the war short, in spite of General Colin Powell's famous declaration that US forces would first cut off Saddam's army and then kill it. Another justification was that the UN mandate to expel Iraqis from Kuwait had been accomplished.

Mr Bush says he saved the US from a new Vietnam. "How the heck were we going to get out without a huge loss of life?" he asked an audience in Nashville this week.

Richard Cheney, Mr Bush's former Defence Secretary, agrees. He told NBC: "It's a lot easier to talk about disposing of Saddam than it is to do."

Son 'gave orders to move the troops'

FROM MICHAEL THEODOULOU IN NICOSIA

OPPOSITION sources maintain that Iraq's sabre-rattling was ordered by Saddam's younger son Qusay, the head of the Amn al-Khass, the most powerful of Iraq's five intelligence services, which is in charge of presidential security. The usual Ministry of Defence command structure was apparently bypassed.

"The arbitrary nature of the decision-making has caused considerable discontent on the part of the army general staff," said the Iraqi National Congress, citing "well-placed military sources".

Several of Saddam's defence and foreign policy advisers had urged him to exploit a growing rift in the Security Council over sanctions by formally recognising Kuwait and continuing to comply with United Nations demands on scrapping his weapons of mass destruction, independent Iraqi sources said.

Diplomats say Saddam has recently invested more power in his two sons than in the Iraqi Cabinet, most of whose members are also close relatives. His eldest, Uday, once regarded as a reckless young playboy, is being groomed for the succession, according to exiles and diplomats.

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Frigate's Wrens help to keep watch on dictator

FROM CHRISTOPHER WALKER ON BOARD HMS CORNWALL

TO THE amazement of their Kuwaiti Muslim hosts, 28 of the 285-strong crew of the British frigate HMS Cornwall now in the front line of the allied naval stand-off against President Saddam Hussein are women.

Since Sunday, when the 4,500-tonne frigate arrived here at full speed from Dubai as the first outward display of British determination to stand firm against the threat of renewed Iraqi aggression, the ship has been on full alert. Its crew are only minutes from action stations, their battle bags of white protective clothing always at hand and all books and other loose

articles stored. "This is my first deployment and my first ship since I joined the Navy from school two years ago," said Radio Operator Jenny Rainbird from London. "Nobody seems really to know what to expect from Saddam, which can be very frightening."

Sitting in the darkened operations room monitoring messages on radar scanners, she looked younger than her 20 years. "Many of the men in the Navy are still dead against women being involved in combat. They think that we are too emotional, but there has not yet been any sign of that among the women involved in this crisis," she said. The women serving on the Cornwall do every type of

maritime task, varying from gunner, public relations officer and meteorologist to clerk and radar operator. Women started going to sea in the early 1990s.

Lieutenant Wendy Blackaller, 28, is public relations officer. She has succeeded in securing much favourable publicity for the Cornwall's high-profile patrols just off Kuwait in the Gulf media. "Of course on board, during the six-hour watches now being served, there is a lot of banter between the lads and lasses. But it is usually 'good-natured,'" said the Manchester University graduate.

With separate sleeping quarters and facilities, the Wrens on board the missile-carrying frigate have less trou-

ble on board than ashore in Islamic countries, where they are often treated with hostility by local men and are under instructions to cover themselves up. Yesterday as the ship remained on maximum alert, despite Iraqi claims of a border pullback, the women crew members were no less defiant than their male colleagues in their attitudes to Saddam.

"I think he would be extremely foolish to try anything with the Royal Navy, and particularly with this ship, because as a fighting force we excel over the rest," said Clair McGarrity, a trainee sub-lieutenant from Glasgow. She was on the bridge relaying information about the growing armada of allied warships.

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Central Bank ploy to encourage exports proves risky as savings vanish and businesses close

Moscow battles to halt collapse of the rouble

FROM RICHARD BEESTON IN MOSCOW

RUSSIA'S finance chiefs held emergency talks yesterday to halt the collapse of the rouble after the Russian currency dropped more than 20 per cent against the US dollar in a record fall.

In a day dubbed "Black Tuesday" by the country's currency dealers, the rouble tumbled to 3,926 from Monday's rate of 3,081. The dive came to a halt only when the Central Bank intervened to prop up the currency after most commercial banks and currency traders had stopped exchanging the rouble for hard currency.

"We came down to earth with a bump," said Robert Elensky, chief dealer at ING Bank, commenting on the fall of the rouble by nearly 33 per cent this month against the dollar. "The pace of the fall is unbelievable."

The rouble's accelerated collapse over the past two weeks has been seen as a deliberate policy by the Central Bank, which spent billions of dollars

earlier this year supporting the currency. Now, economists believe, the bank wants to use a weaker rouble to encourage Russian exports and to cut its budget deficit.

That policy could prove a dangerous game, in spite of assurances from government finance chiefs that the situation is under control. In particular, the rouble's rapid devaluation yesterday threatened to cause panic in Moscow's business community, where many banks and retail outlets closed yesterday rather than trade in the volatile currency.

"The latest rouble crisis could scare away any investor," said Mikhail Smirnov, an analyst at Inkombank. "Who wants to work in a country where the national currency can fall so much in a day?"

The rouble's fall could also damage Russia's delicate economic reform programme, which over the past eight months has depended on

keeping the currency stable and inflation low. Although Viktor Chernomyrdin, the Prime Minister, succeeded in bringing the inflation rate down to 4 per cent in August from 20 per cent in January, the rate rose to more than 7 per cent in September and some analysts predicted that it would reach double figures again by the end of the year.

The rouble's slide could also have serious political repercussions for the government, which appeared to have successfully silenced its hardline opponents by keeping the economy on course.

Although an estimated 10 per cent of Moscow's population now earns hard currency and will therefore be cushioned by the rouble's fall, pensioners and government employees have been watching helplessly as the value of their rouble earnings evaporate by the minute. Their anger could provide Communist and nationalist opposition groups with a powerful political

stick with which to beat the Kremlin. The timing of the rouble crisis could not have been worse, since the government's economic policy is to come under intense public scrutiny this week when the draft budget for 1995 is debated in the Duma.

"The continuing abrupt downside of the rouble exchange rate to the US dollar will definitely escalate the rate of inflation and negatively affect the Russian economy," said Aleksandr Zhukov, who is a member of the parliamentary budget and finance committee.

□ Minsk: The Belorussian government, which until recently was pressing for monetary union with the Russian rouble, has banned the use of foreign currency in all cash and domestic transactions. The ban was one of several dozen measures presented to senior ministers yesterday as part of a reform plan approved by parliament this month. (Reuters)



A passer-by in Moscow offers sweets to a girl begging yesterday with a sign reading: "Help me, I want to eat"

Red-Green pact would put ministers on their bikes

FROM ROGER BOYES IN BONN

Picture a Germany where ministers ride by bicycle rather than in fat black Mercedes: a country ruled by a government determined to leave Nato, retreat from global power, scrap nuclear power and impose speed limits on the autobahn. That odd vision came a step closer to reality yesterday when Gregor Gysi, leader of the Party of Democratic Socialism (PDS), the former Communists, promised his support for a Red-Green minority government in Bonn.

"We will not hinder a shift from Kohl to Schröder," he told reporters. With only four days to go before the election, it seems that a Social Democrat-Green coalition could well be the alternative to Helmut Kohl's Christian Democrat-led government. The campaign has become pregnant with drama



because of the range of governing options now open.

The politicians-on-bicycles scenario, the Red-Green government, probably would depend on the passive support of Herr Gysi's party, a ragamuffin Left-inclined protest group that has been scoring well in disaffected east German townships. Herr Gysi spelt out yesterday how his party would

exercise its influence if it scraped into parliament. "We would not demand any direct quid pro quo for supporting the formation of a Red-Green government," he said. "But if the PDS is to support the passing of laws, we will need to know they are going in the right direction."

Rudolf Scharping, the Social Democratic (SPD) leader, says he excludes the possibility of ruling with the PDS. Herr Gysi did not seem enthralled by Herr Scharping either. "But the advantage of Scharping is that, in alliance with the Greens and with the positive influence of trade unions and peace groups, he will be forced to present a real alternative to Kohl."

The Greens represent a complete turnaround on most domestic and foreign issues: their programme envisages a negotiated exit from the Western alliance, a blanket ban on German participation in overseas missions, and a two-year

timetable for withdrawing from atomic power. These calculations are based on a loophole in the electoral law that could well help the PDS. Every German casts two votes in a general election. The first is for an individual standing in the local constituency, the second is for a party. People often split their votes, choosing perhaps a popular Social Democrat in the first vote, and the Free Democrats or Greens in the second.

For a party to secure parliamentary representation it needs a minimum of 5 per cent of the vote, or three direct mandates. The PDS, very weak in west Germany, has little chance of jumping the 5 per cent hurdle, but could win directly in three Berlin constituencies.

If it does so, it will be awarded more seats in proportion to its overall share of the vote. The betting is that the PDS will end up with 27 par-

liamentary seats, which could be enough to tip the balance against Herr Kohl, the Chancellor.

The other element of uncertainty on October 16 is the fate of the Free Democrats. They could continue the trend set in six regional elections and the European Parliament elections and be ejected from parliament in Bonn.

Thus the broad options are as follows:

□ Present government continues: If the Christian Democrats win about 45 per cent, the Free Democrats win 7 per cent, the SPD 38 per cent and the Greens 5 per cent. Result: four more years of Herr Kohl.

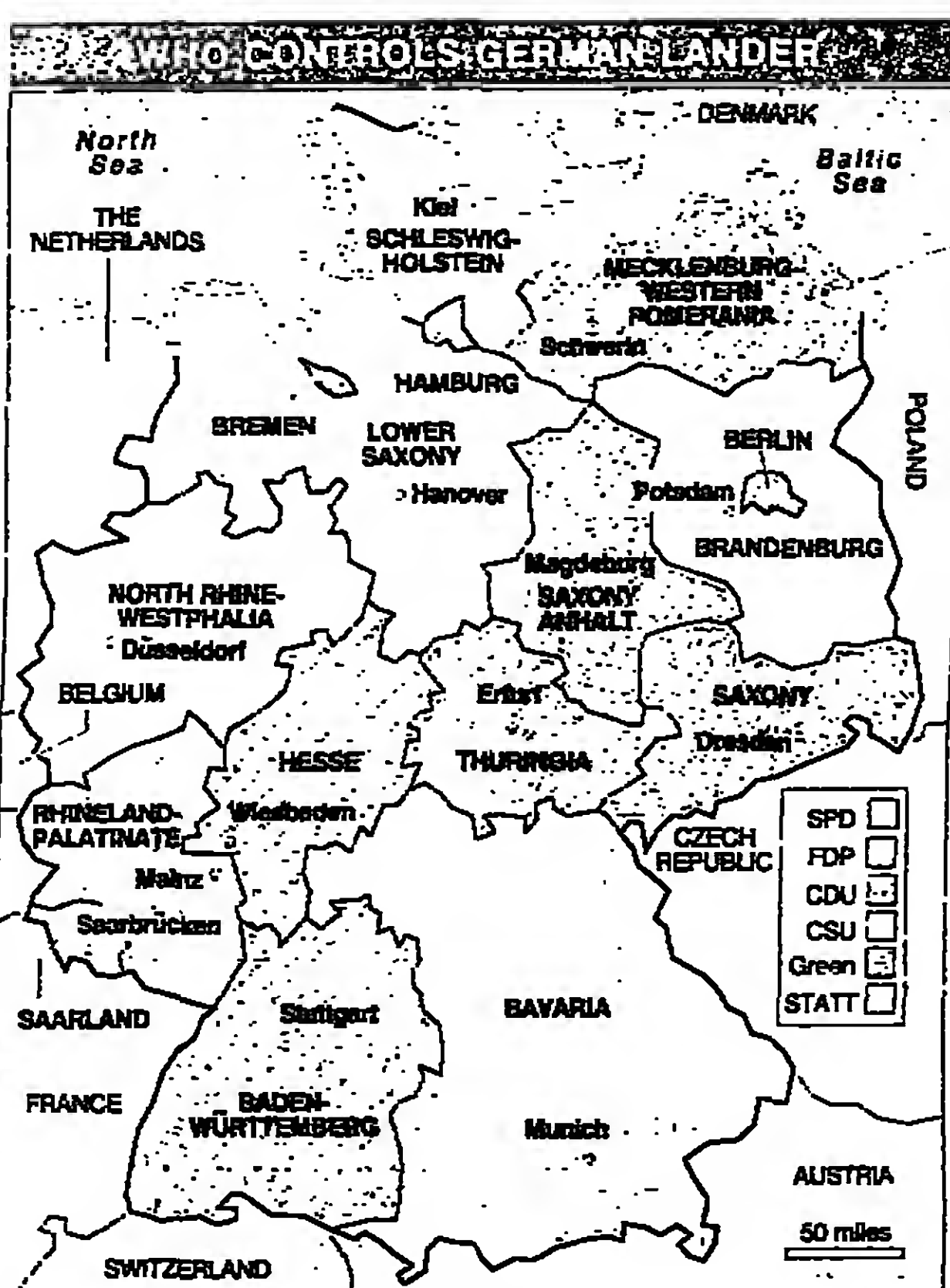
□ Christian Democrats win an absolute majority: The Chancellor's campaign is clearly aiming for this goal. But both the Free Democrats and the PDS would have to fail at the ballot box. Result: the Chancellor would steam ahead with plans to integrate Europe more deeply and be-

come more assertive in world politics.

□ A Red-Green coalition: If the Social Democrats improve their present showing, and the Free Democrats collapse, this represents the only sure way of unseating the Chancellor. Possible arithmetic: CDU, 44 per cent; SPD, 40 per cent; Greens, 8 per cent; Free Democrats collapse.

□ A Grand Coalition: The Free Democrats collapse; neither the CDU nor the Social Democrats can muster a majority. The SPD refuses to deal with Herr Gysi. An alliance between the two big parties is the only way out. Result: Herr Kohl might have to surrender his post.

None of those options is encouraging for British Eurosceptics. First, Herr Kohl is much stronger than anyone deemed possible in February. Second, credible alternatives to the present government suggest a greater commitment to a federal Europe.



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Talk to the AA

Shanghai dissidents sentenced

Hong Kong: China has sentenced the last remaining members of Shanghai's dissident community to three-year prison terms without a trial (Jonathan Mirsky writes). Yang Zhou, Bao Ge and Yang Qinheng have been sentenced to "re-education through labour", a form of police detention that does not require a trial. The three have already been imprisoned and Yang Zhou is badly scarred from repeated police beatings.

News of Yang Zhou's arrest in May came first from his wife, Li Guoping, who herself has been persecuted for defending her husband. She said yesterday that police telephoned her to say only that he had been sentenced for stirring up trouble. "I don't even know if he's alive." She is beginning a hunger strike.

Brazil winner

Rio de Janeiro: Official results confirmed that Fernando Henrique Cardoso, a Social Democrat, won 54.6 per cent of the vote in last week's Brazilian presidential election. His left-wing rival, Luis Inacio Lula da Silva, received only 27.1 per cent.

Ministers quit

Moscow: The Kazakhstan government resigned on the eve of economic measures expected to spark discontent in the oil-rich former Soviet republic. President Nazarbayev had attacked its slow reforms.

Mandela talks

Johannesburg: With a mutiny by former African National Congress guerrillas threatening the integration of the South African National Defence Force, President Mandela is to discuss troop demands for better conditions.

Tribunal date

The Hague: Judge Richard Goldstone said the Yugoslav War Crimes Tribunal would issue indictments next month and start trials in March. He has had talks on the subject in the former Yugoslavia. (AP)

Grand rockeur seeks US role

FROM CHARLES BRENNER IN PARIS

JEAN-Philippe Smet has sold 80 million records, he worships the gods Harley and Davidson, and is idolised as the national king of rock'n'roll, but his glory has never made it much beyond the Belgian border.

At the ripe age of 51, Johnny Hallyday, to use his stage name, now hopes all that will change because, for the first time in more than 30 years, France's grand rockeur has put aside the language of Descartes to release an album in American, *Rough Town*.

In his coasts-to-Newcastle mission, Hallyday, who is as much a Gallic monument as the late Serge Gainsbourg or Gerard Depardieu, hopes to cross the cultural frontier where other pop idols, notably Patrick Bruel, Vanessa Paradis and Patricia Kaas have failed. He worked with Chris Kinsey, a Rolling Stones producer, and top "Anglo-Saxon" musicians on the requisite gutsy blues sound.

The only trouble is that, despite the polished music, the result comes across as something that might be described as Joe Cocker meets Maurice Chevalier. Somehow, a Paris accent gets in the



Hallyday, attempting to break cultural barrier

way of the images conjured by "Rough Town, Gotta Find a Way Outta Here". Perhaps they should have written words without an "r" in them so he could have avoided singing lines such as "You nevaïr look back on the

rrruins that rremain like a urricane."

"He has not made much progress," *InfoMatin*, a newspaper that tries to be hip, noted yesterday. "But as the English would say, 'Ze Frenche accent is vert sent'."

Hallyday is off to tour Germany, Sweden and Norway before, he hopes, going to America "to stay the time it takes". His British record company said they have no plans for a visit. But even if Hallyday fails to convince the US that French rock is not an oxymoron, he can afford to shrug off the loss as he has dominated the home market since such hits as "Venus Danse le Twist" (Let's Twist Again) in the 1960s. "I love the United States... but I could never live there," he said.

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Nobel official set to quit if Arafat shares peace prize

By MICHAEL BINYON, DIPLOMATIC EDITOR

A SENIOR Norwegian member of the Nobel committee has threatened to resign if this year's Peace Prize is awarded to Yitzhak Rabin, the Israeli Prime Minister, and Yasser Arafat, the chairman of the Palestine Liberation Organisation.

Kristiansen, one of five members of the Norwegian committee, was reported yesterday to have threatened to stand down if Mr Arafat was a joint winner of the prize worth more than £600,000. No member has ever come out publicly against an award since two members resigned in protest at the award to Henry Kissinger and Le Duc Tho in 1973.

Mr Kristiansen, a strongly pro-Israeli former minister, was said to consider Mr Arafat a former active terrorist whose past involvement in killings and assassinations disqualified him. Yesterday he refused to comment on the well-sourced report in *Aftenposten*, Norway's most authoritative newspaper, on his own threatened resignation or on the choice of Nobel prize recipients. The formal announcement will be made on Friday.

The joint award to Mr Rabin and Mr Arafat has been widely predicted since the two men shook hands on the White House lawn on September 13 last year. Mr Rabin was initially reluctant to endorse the secret agreement reached

in Oslo between Palestinian and Israeli negotiators, but it was his decision to go ahead with the deal that persuaded a sceptical Israeli public to accept it.

Sources in Oslo said yesterday that the Nobel committee had proposed also honouring a second Palestinian, probably Abu Ala, the man who negotiated in Oslo. Shimon Peres, the Israeli Foreign Minister, was also understood to have lobbied hard for the prize, with endorsements from John Major and President Mitterrand of France. Elie Wiesel, himself a former No-



Kristiansen: sees PLO chief as past terrorist

bel peace laureate, said in a radio interview last week that the committee was agonising over whether Mr Rabin or Mr Peres should share the award with Mr Arafat. The prize has never been shared by more than two people. Guidelines laid down last year suggested that three should be a maximum number, but there is no strict rule.

There was no official comment yesterday from any of the potential winners, though the Foreign Ministry in Israel denied that Mr Peres had ever lobbied for the prize.

This year there were 132 nominations, including 35 organisations. One of the other leading contenders was Jimmy Carter, the former American President, who played a leading role in defusing the crisis over North Korea's nuclear weapons and in negotiating a peaceful entry of American troops into Haiti.

Mr Arafat, founder of the Fatah Palestinian guerrilla group, has been in the forefront of the armed struggle against Israel for 25 years. Since his acceptance of the Oslo accords, however, he has gone out of his way to seek co-operation with the Israelis, and has returned as the de facto ruler of the autonomous Palestinian areas in Gaza and Jericho.

Mr Rabin has been widely criticised for the extremely tough line he took towards the Arabs in the occupied territo-



Yitzhak Rabin, left, the Israeli Prime Minister, and Yasser Arafat, the PLO chairman, controversial candidates for the Nobel peace award



Games players triumph

Stockholm: Three researchers from America, Germany and Hungary won the Nobel economics prize yesterday for using games to explain how companies make decisions and the market operates.

The winners were John Harsanyi, born in Budapest and now at the University of California at Berkeley; John Nash, of Bluefield, West Virginia, and now at Princeton University; and Reinhard Selten, born in what

was then Breslau in Germany (now Wrocław, Poland), and working at Bonn University.

The three economists will share seven million kronor (£888,000) given with the prize, which is awarded by the Swedish Central Bank in memory of Alfred Nobel.

Their work used strategies applied in games such as chess and poker, as well as in mathematical games they created themselves, to make predictions about interaction

between companies in the market. Like chess, their research detailed how players, or company executives, make decisions based on their opponents' last move as well as on previous moves, the arrangement of the playing field and other factors.

Dr Nash was singled out for refining the "Nash Equilibrium", a formula in which players are given optimal information about each other's positions to form their own strategies. (AP)

Clinton hopes for poll gain after overseas gambles

FROM IAN BRODIE IN WASHINGTON

PRESIDENT Clinton yesterday was like a poker player who has been suffering a bad hand: all evening until he suddenly hits the jackpot just before midnight.

He was unable to show elation, but with the success of his gambles in Haiti and Iraq he could be forgiven for savouring a triumph over those who had berated his foreign policy skills.

Although both crises remain fraught with dangers, Mr Clinton has demonstrated a resolve and effectiveness that might help Democrats struggling to stave off disaster in the congressional elections on November 8, and in addition could give a boost to his 1996 re-election hopes.

Stern instructions went out from the President to his White House aides not to discuss the political implications of the Administration's policies in Haiti and the Gulf. The idea was not to brag about initiatives already attracting widespread bipartisan support. It would be better, Mr Clinton decided, to let others draw favourable conclusions about any electoral benefits while he stayed presidentially above the fray.

The policy was working. As a headline in the *New York Post* acknowledged: "Suddenly Bill starts looking like the man in charge." Observers agreed that Mr Clinton was acting more promptly and purposefully than for a long time.

That is quite a fillip for a man whose understanding of military matters was considered good by only 28 per cent

in a recent CNN poll and whose overall job approval rating just before the Iraqi crisis was 42 per cent, 2 per cent down on two weeks before, with 52 per cent disapproving.

Until now, from Bosnia to Somalia and even initially with Haiti, the President has seemed uncomfortable with flexing America's military muscles, apart from the risk launch of cruise missiles on President Saddam Hussein's intelligence headquarters in June last year, in revenge for an assassination plot against George Bush, the former President.

Mr Bush was among those offering support to Mr Clinton. So was one of the Pres-

ident's fiercest critics, Robert Dole, the Senate Republican leader, who said: "This is America speaking and we are serious about it."

Mr Clinton seemed to have shaken off the Somalia syndrome, the inaction that came after the loss of 40 American lives in pointless guerrilla ambushes. And there was a noticeable new boldness about him when he spoke to the nation from the Oval Office at the White House on Monday night.

The President, warning the Iraqi leader not to threaten his neighbours, declared: "Our

objectives are clear, our forces are strong, our cause is right."

Perhaps for the many at home and abroad who had voiced concern about his handling of global issues, he added: "The strength of America's foreign policy stands on the steadfastness of our commitments."

Mr Clinton has also gained admiration for his crisis management. He cancelled an election campaign trip to stay in the White House, where he divided his time between strategy sessions and calls to other world leaders asking for their support in reactivating the Gulf War coalition.

There can be no question that President Clinton has been helped enormously by the professionalism of America's all-volunteer military under William Perry, his former chief of staff, and his forceful new Secretary of Defence, Critics such as Oliver North, the Iran-Contra figure running as a Republican for the Senate, have claimed that America's armed forces have been trimmed beyond the point of being effective against Saddam's military resources.

There are also concerns that, with simultaneous operations being conducted in the Gulf, the American military is stretched too thinly.

However, the difficult police operation in Haiti has been improvised skilfully with no loss of American lives and the rapid deployment to the Gulf has proceeded flawlessly so far. Many of the troops flying to Kuwait were there only three months ago on a training exercise with the emirate's forces.



Caped crusader: time to update wardrobe

Batman loses his shorts

New York: After more than half a century of battling the bad guys of Gotham City in the same old clothes, Batman is updating his wardrobe (James Bone writes).

The caped crusader has cast out the old blue-and-grey costume he has worn since his first appearance in 1939 in favour of a sleeker, dark blue outfit with a more contemporary look. Gone will be those saucy blue Bat-shorts worn by Adam West in the hit television series of the 1960s, but the cape and mask will stay.

DC Comics, the publishers of the five Batman comic books, chose the new costume from 15 designs drawn by seven artists. "Taking those trunks away makes the costume a little sleeker and a little more contemporary," said Dennis O'Neil, the group editor of all five comics.

"They were a hold-over from the origins of super-hero costumes," Mr O'Neil added. "They were based on circus costumes. There is no need for that any more."

US investigates Haiti 'human sacrifice'

FROM TOM RHODES IN SAINT MARC, HAITI

THE well at the military caserne in Saint Marc appears to be a nondescript hole in the ground. In the past few days, however, it has become the focus of an extraordinary investigation by American forces, highlighting the many difficulties involved in their mission and underlining the cultural gulf between the United States and Haiti.

Saint Marc, a provincial port two hours north of Port-au-Prince, the Haitian capital, has for decades held a particular place in the history of the Caribbean nation. Under the Duvaliers, the former dictators, the town became a notorious haunt for the Tonton Macoute, the feared civilian police. In the past three years it has gained similar infamy as a fortress for their successors, the paramilitary Artachés.

When a small group of American special forces arrived in Saint Marc last month, they were confronted immediately by a legion of rumours suggesting that the population

had been subjected to the most appalling act of cruelty committed in the name of Captain Vilson Lino, the local military commander. Within days of their arrival, many Haitians came forward with a story so chilling that the hardened troops of the elite US unit found it difficult to believe.

The people claimed that in late July a voodoo ceremony — known as a *ginen* — had taken place inside the military barracks and at least three civilians, including a pregnant woman, had been sacrificed. Their bodies were said to have been dismembered and then

buried in the well and at a banana plantation at the rear of the headquarters.

The Americans finally overcame their scepticism more than a week ago and called in a team of investigators to question those who said they had seen the event. The team is now deciding whether it should excavate the two sites.

The Haitian journalist who first reported the story had gone into hiding for three months until this week when he agreed to return to his hometown to discuss the case. Ernst Oseant, the Radio Tropic reporter, said he had

talked to three people who had witnessed the killing.

"They said that the festival, which had been held to ward off the arrival of the Americans, had taken three days," said Mr Oseant. "Half way through the ceremony, all the civilians were led away and that is when they sacrificed the three people."

In a country where thousands have died at the hands of the Cédras regime, and where rumours are the fabric of daily life, it is hard to distinguish fact from fiction. It may have been that the victims — if indeed they were killed — were murdered by soldiers at the same time or even after the ceremony.

All nine of the Americans now living at the barracks have seen enough films and read enough to believe there is more than an element of truth to the tale. "I can't say what is going on in this investigation," said Chief Warrant Officer Luis Pacelli, "but if you want my opinion, I think something did happen."

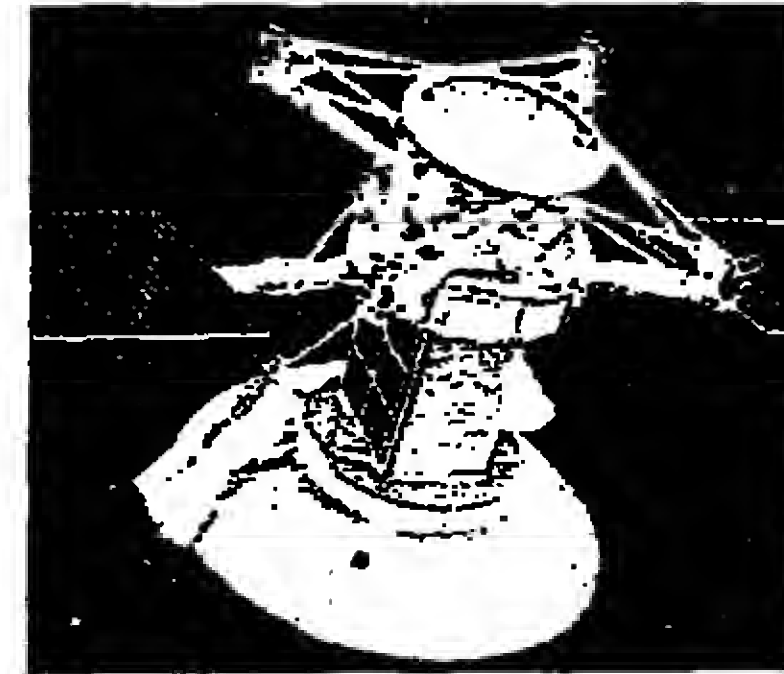
Junta's president quits

Port-au-Prince: Emile Jonassaint, Haiti's military-backed president, has stepped down, according to a lawyer for Jean-Bertrand Aristide, the exiled President.

Ira Kurzban said yesterday that Mr Jonassaint would not return to the presidential palace and that other ministers in

the regime of Lieutenant-General Raoul Cédras, the resigned military leader, would be out of their offices by the end of the week. Mr Jonassaint, a former judge, was appointed by General Cédras in May in an attempt to cast a veneer of legitimacy on his rule. (Reuters)

Magellan's space odyssey meets fiery end



Magellan: systems beginning to fail

New York: The Magellan spacecraft, which has orbited Venus 15,000 times in the past four years, was ordered to self-destruct yesterday by plunging into the planet's atmosphere in a fiery final experiment (James Bone writes).

Scientists planned to activate rocket thrusters to send the space vessel hurtling at a speed of 16,000 miles an hour to a certain death in the carbon monoxide and sulphuric acid clouds of the planet's atmosphere.

The dramatic descent is the last experiment for the spacecraft, whose powerful radar imaging system has mapped 98 per cent of Venus, revealing

a scorched surface of plateaus and volcanoes with a temperature of around 900°F (482°C). The plunge will yield data about the aerodynamics of flight in a dense atmosphere. A similar test is scheduled for Mars in a couple of years.

The Jet Propulsion Laboratory in Pasadena, California, says it is merely putting Magellan to the best use before it fails of its own accord. Launched on its 25 million-mile journey in 1989 at a cost of \$800 million (£506 million), the craft's solar power panels are now falling apart and navigation devices are failing. An electrical fault could occur any time and doom the mission.

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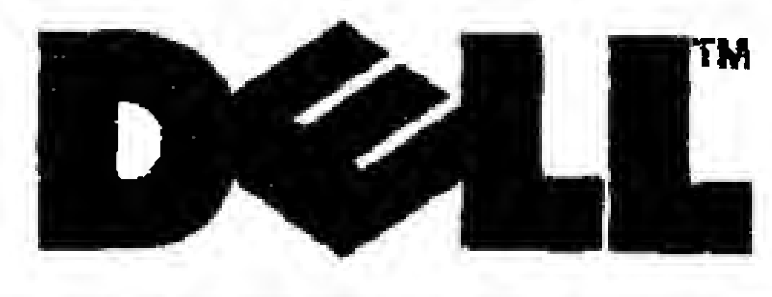


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John Bayley, chairman of this year's Booker judges, explains their controversial decision to choose the Kafkaesque *How late it was, how late*

Why we chose James Kelman

This year has been a specially notable one in the history of the Booker Prize, both from the record number of entries submitted — just over 130 — and from the continuing vitality, variety and richness which they represent. Clearly the British, Irish and Commonwealth novels are all flourishing, and the shortlist we had to make could have been much longer. Two that we especially regretted having to miss out were Candia McWilliam's *Debatable Land* and Andrew Cowan's *Pig*, a short first novel of great charm and promise. I personally also greatly enjoyed Anita Brookner's novel of this year, *A Private View*.

As judges we were not, I think, working to any system: we tried to have open minds and a pragmatic approach. But I think we all felt a distrust of anything that seemed too conscientiously in fashion, the sort of novel that had "of the moment" written all over it. We were on the lookout for a work of art of true individuality, for the arrival of a new talent, or the masterpiece of an already recognised writer. Following a fashion,

even if it is one that a famous novelist has set for himself, can often be the nemesis of the genre, and some well-known names this year had seemed to succumb to it.

Other entries had an air of taking themselves too seriously. Good novels, after all, are always serious in their own way, but few novels which set out to be serious are really good. Ambition is an excellent thing, but pretension is not. Nor is what might be termed "a contemporary fictional specification". This might consist of taking a couple of rapes, a single mother of two, some social workers, a number of anatomical details, and stirring them all well together. I hasten to say that neither our winner nor any of the novels on our shortlist did anything of that kind.

Jane Austen passionately, if ironically, defended the seriousness of the novel

(only some work in which the greatest powers of the mind are displayed, the most thorough knowledge of human nature, the liveliest effusions of wit and humour) and yet she did not need to take it all that seriously, and was prepared to read whatever the circulating library could offer, remarking to her sister that the fashions in novels were like the fashions in ribbons, caps and stays — all the rage one year and altered the next. The serious novelist of today seems perpetually anxious not to leave anything out. Failure is not being streetwise. The done thing is to show that you are caring, but also that as a novelist you possess unlimited sangfroid, and combine compassion with a



Bayley: suspicious of the fashionable

tremendous stylistic relish for the most nauseating anatomical detail.

Alas, under this treatment the reader's capacity for the thrill of disgust, as well as the thrill of compassion, soon wears out. In 1992, at the first of the Russian Booker Prize shortlist sessions, I recall our splendid Russian chairwoman calling one of the offerings the most disgusting thing she had ever had to read. Having recently abolished censorship and discovered sex in the

novel, the Russian authors were having a high old time, but to us it was merely routine stuff.

It is sometimes hard as a judge to distinguish between what you like in art, and what you recognise as good in art.

Where the novel is concerned, this can be particularly tricky, for it is both the shame and the glory of the novel that it is a form of great basic impurity, full of stuff of all kinds, some of which may appear as it were separately, quite apart from the success or failure of the book as a whole. This can be an asset because it means that in most novels there is something for somebody. Many Booker entries were curates' eggs, excellent in places, and reminded me how hard it is to insult even the greatest novel for liking it for the wrong reasons. A friend of mine thinks that *Anna Karenina* has the best account of a steeplechase he's ever read, and skips through the rest of it for that reason. Judges of a fiction prize have to be careful not to fall too much in love with something that is merely inside a novel, and so making too big a claim for it as a whole.

In his speech as chairman in 1977, Philip Larkin compared the judges to a bunch of terrorists looking for a rat. "We couldn't describe it, but we should know all right when we found it." Such intuition is indeed important, but it often goes hand in hand with what one likes by instinct, and the faculty of judgment should distrust it. Who would not assent, though, to the four queries Larkin went on to put to any novel? "First, could I read it? If I could read it, did I believe it? If I believed it, did I care about it? And finally, 'Would I go on caring about it?'"

I think the novels we have chosen this year will pass this test, and one reason may be that all of them are about the kind of things which the novel, as a form, has always throughout its history handled most successfully: growing up, and finding things out; loving, despairing; faith and the loss of faith; the beauty of the natural world, and the epic struggle against its elemental forces. James Kelman's novel, set in Glasgow about a blinded ex-prisoner on the barge, displays a talent that will endure, and deserves to win.

One would-be cook, baked to perfection

Here is a recipe for pleasure and self-improvement. Take 16 amateur chefs of mixed age and gender. Toss together in a Kensington cookery school. Stir in expert tuition for six hours a day. Take care that your instructors have oodles of zest and look good in a tall hat.

By the end of the first day, a liaison will be starting to form. Over succeeding days, the mixture should thicken. Eventually, the ingredients become inseparable and can be found every lunchbreak coalescing nicely in the pub next door. The conversation will shimmer and bubble. An eavesdropper may consider calling the police because the talk will dwell lovingly on topics such as bruising, degorging, paunching and mortification.

But unless you are a garlic, an aubergine or a dead hare, there is no cause for alarm. This is merely kitchen jargon. You can find it all in the glossary of the cookery book that every Leith's student must buy. It is called "The Bible".

Our class was a mixed bag. Thirteen women, mainly young, single and treating the course as a delicious working holiday. There were three men: one university student, one retired RAF man who travelled four hours each day to attend the course, and a resting newspaper editor.

One or two of the group had serious catering ambitions, or at any rate the career fallback of running a B&B in mind. An

With 15 other amateurs,

Trevor Grove

tastes the

teaching at Prue

Leith's school

enterprising Australian was cooking her way around the world. But mostly we were just keen private cooks, eager to learn how to save a split mayonnaise and how to turn out a tartie tatin. There was not a fanatical foody in sight: no fastidiousness about floured sauces and tubs of double cream. Nor a sniff of a veggie: no squeamishness about trampling a veal escalope or killing a lobster.

Here is a quote from Leith's Bible: "There was 'sauté', a good cook with a 'Calvinist heart.' This cakes-and-ale approach explains why 'Old Leithians speak so warmly of their Alma Mater. All the same, it is a serious academy."

The school noticeboard clamours for Leith's graduates to cook at starred establishments in the Caribbean, palaces in the Gulf. Caroline Waldegrave, who is now Leith's co-owner as well as principal, resists the idea of a glossy brochure listing alumni who have achieved front-burner fame and fortune. She is right.

It would be insensitive when a young commis chef will be lucky to earn £3 an hour.

But happy the hotel or restaurant kitchen that recruits a commis from here. This tyro, I would say, will be bursting with energy, yeast with enthusiasm and dusted with a light coating of real scholarship. There is a young Dimbleby there right now, whizzing about in an ankle-length apron and a starched hat: chef-watchers, *en garde!*

We had logged ourselves in as advanced students. This was presumptuous. One by one we were unmasked as cowardly custard-makers and closet curdlers. We were taught emergency procedures: how to administer first aid to a burning syrup... On busy days, the kitchen was like a hospital casualty department. When my ciabatta dough failed to rise into the shape of a glorious white puffball and instead looked as though it had been run over by a Chieftain tank, the patient was quickly surrounded by white-coated staff. After urgent consultations, they summoned the Magimix and pummelled it back to life. Phew.

A week at Leith's is not for the queasy. Take our first Monday morning. It began unthreateningly. Mrs Waldegrave handed out aprons and hats. The women tried on bonnets like collapsed brioches. The men's headgear resembled American sailors' hats except that they said



Trevor Grove and classmates at Leith's: "We logged in as advanced students — but one by one we were unmasked as cowardly custard-makers"

"Leith's" rather than "USS Saratoga".

So there we all were at ten in the morning, exchanging badinage and looking forward to our first demonstration, when suddenly this slimy, ink-oozing squid was being disembowelled before our eyes.

We were in the lecture theatre, which has a large mirror hung above the hobs so you can see the saucepans simmering and watch the knife go into a live scallop. So we were spared no intimate detail as the squid shed backbone, beak and tentacles.

Conventional notions about when to eat what had to be cast aside. No sooner had one passed around plates of squid,

cucumber and cumin salad, pronouncing it delightful, than we would be spooning down coffee genoise and chocolate roulade. Then it would be back to a bowl of red pepper sauce.

By 2pm, we were aproned-up in the kitchens and each gutting our very own squid. We were also making the chocolate roulade. So we had to make sure not to melt the chocolate in the pan that had cooked the squid. We had to remember not to sprinkle cumin into the double cream. We had to distinguish "oz" from "g", salted butter from unsalted, meat chopping boards from veg chopping boards (or else Kensington's environ-

mental health officers would swoop), wash up as we went along — and keep an eye on the clock. Even brain surgeons do only one thing at a time.

Tuesday: Before most people are having their evening, there are onions frying, leeks steaming, halibut grilling, pears being pared and ginger infused. Meanwhile, we are having to lend an ear to a lively lecture about the molecular structure of saturated and polyunsaturated fats.

The afternoon was not without drama, either. I had to flip my as-yet-unrolled roulade from a baking tray onto a

working surface where it was supposed to land like a gentle chocolate "eiderdown". This should be done in a smooth, brave movement, smoothly and bravely. I slipped my knife and landed on its edge in an explosion of king sugar. Had my courage failed me? Or had I accidentally discovered the San Andreas Fault of chocolate-roulade makers?

I shan't reveal how the thing was rescued, spread with whipped cream and rolled up and sprinkled with sugar to be borne home proudly on the Tube for family supper. The important thing is that I learnt how to look a rebellious roulade in the eye — and survive.

Thus, through triumph and disaster, the week progressed: a learning curve marked by blue-plastered fingers and the ever-richer palette of stains on our aprons. By the end of our course, there was a strong sense of having gone through much together. The class parted mournfully, as shipmates do at the end of a cruise. We collected our Leith's certificates, embraced our wonderful teachers, swapped addresses and set off through the Kensington twilight back to our own modest kitchens. How quiet, unhurried and — well — lonely they will seem.

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Trumpeting the power of love

Why not tell Fleet Street's finest and TV reporters about your happy day?

NOW, why is every one being so bitchy about Ivana and Riccardo's engagement party at Syon House? Such a lovely party, I'm told, and why shouldn't they invite the press and the television cameras if they want to, if only to explain about the rumours. (His is Mazzucchelli and the former Mrs Trump has dropped hers altogether. You can do that if you're a fixture in the *Hello!* hall of fame.)

In fact they didn't want to, according to Ivana's publicist, Liz Brewer. Miss Brewer, who sounds rather bossy, "persuaded them that it would be nice if the press could understand how lovely they are". It's not her fault that the press couldn't understand. With his fiancée's hair towering over him, Mr Mazzucchelli sang her praises but merely succeeded, as one reporter wrote, in sounding like a man explaining his devotion to a frightening pet.

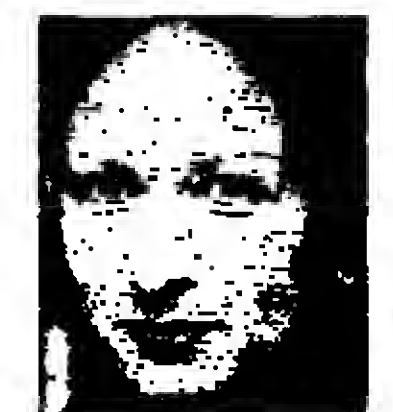
Okay, so it was a mistake to have that monstrous cake in the shape of the engagement ring. Any cake would look feeble in that house, where all the walls and ceilings look like pages from a confectioner's manual. In any case a million pounds' worth of sapphire can fend for itself in the attention-seeking game: it says "I may look as if I came out of a cracker, but you and I know I didn't, and that, because I'm so big and scratchy, no woman who wears me will

ever again have to perform any manual tasks, from washing up after dinner to putting on tights."

Look, here we are gossiping just as we would at any ordinary engagement party. No point sniping about public display, that's what these gatherings are for: to show the world that he's bagged her, she's bagged him, they have enough money to be going on with and they're both delighted. As it says in the dictionary, is "a pledge of marriage, an appointment or arrangement, esp. for business or social purposes, a period of employment, esp. a limited period". Exactly so. These days, you never know which definition you might need.

Riccardo did what every other fiancé does on these occasions: he said something maudlin (about marrying so that he and his 45-year-old wife could have gorgeous children); something daft ("this is very, very private" as the flash bulbs popped); and something trite, but sound ("everyone says money and sex don't matter — as long as you get both of them. You know, I think that's true").

Something tells me that this couple won't copy Whoopi Goldberg, who when asked if she would love and cherish her husband for the rest of her days, replied with a pause, followed by "maybe".



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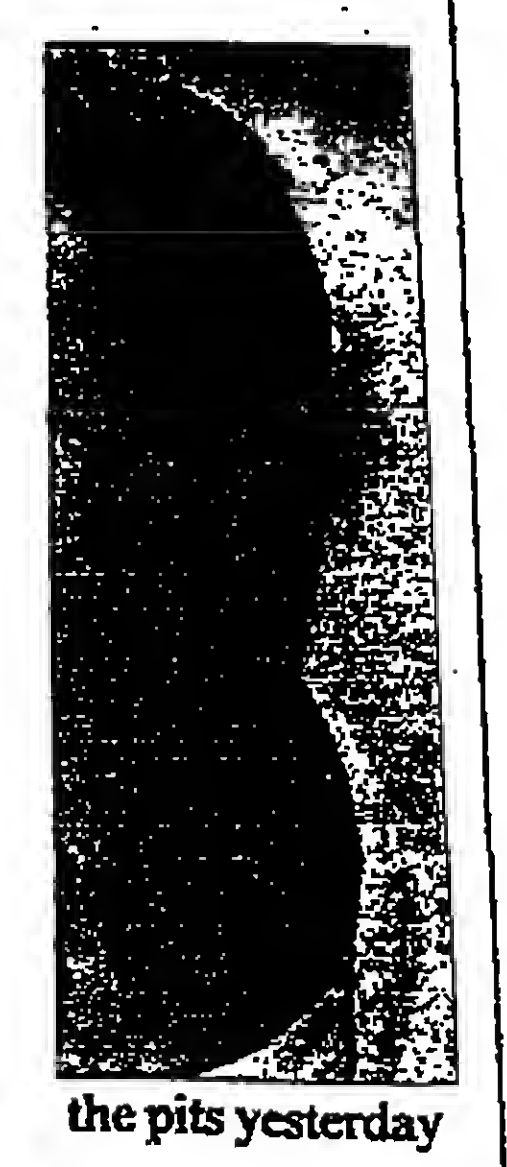
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difference

The Fashion Week sets couture alight

London's burning



COPPERWHEAT BLUNDELL (left) Continues to shine. BETTY JACKSON (right) Still surprising



BELLA FREUD (left) Something for the faithful. COMMUN (right) Emphasis on womanly glamour



NICHOLAS KNIGHTLY Honed-down silhouettes are deceptively simple, decidedly grown-up



SONNETAG MULLIGAN Modernist fabrics, strong collection



ALEXANDER MCQUEEN Android models and the macabre

OVER the past few years London Fashion Week, the biannual seasonal presentations by British designers, had become something of a joke. At home, some referred to the three-day event as London Fashion Weekend, while the rest of the world simply ignored its existence.

But last Sunday night, as the British spring/summer 1995 previews drew to a close, the mood in the capital was euphoric. Once again, the front-row seats of the 30 shows were filled with international press and buyers.

While established names such as Caroline Charles, Amanda Wakeley, Nicole Farhi, Tomasz Starzewski and Bella Freud offered something new for their ever-faithful fans, a new wave of talented young designers leapt forward into the spotlight, taking the future of British fashion with them.

New generation designers Copperwheat Blundell, Commun, Paul Frith, Lisa Johnson and Pearce Florida continued to shine, while Nicholas Knightly, Sonnetag Mulligan, Hussein Chalayan and Alexander McQueen joined the trail-blazers.

The overall feeling was pretty, but the emphasis for next summer is on womanly glamour rather than waif-like innocence. The designers unanimously offered clothes which curve about the female form, rather than trying to disguise it.

Nicholas Knightly's designs are decidedly grown-up. His effortless jersey dresses, shirts and wide-legged trousers (see main picture, above) appear deceptively simple. Knightly has perfected his honed-down silhouettes and uses colour sparingly — navy blue, grey and white, with a touch of gold



Fashion
by
IAIN R.
WEBB

and tortoiseshell. Such singular thinking could make Knightly the Jean Muir of the next millennium.

Hussein Chalayan, whose show began in blackout with eerie glow-in-the-dark suits, and continued with helium balloons tied to the spaghetti-thin shoulder straps of long, chiffon slip-dresses, has much more to offer than showmanship — his wonderful faded and distressed fabrics will be copied for years to come.

Sonnetag Mulligan, who produced one of the strongest collections of the season, also prefer modernist fabrics. Shapely shift dresses, sometimes cut with one shoulder, are made from clear plastic printed with tiny, colourful blooms (see top right). Lacquered linens, shiny rubber and stretch net are cut into

silhouettes reminiscent of 1940s tea dresses. Lilac and ice blue shot taffeta adds a soft sheen to severe-looking trouser suits.

Although Betty Jackson is well established as a designer her designs continue to surprise. Manly tuxedo suits were a foil for her ladylike knitted dresses. A beaded T-shirt teamed with a pinstriped knee-length skirt was the perfect leitmotiv for the new sophisticated glamour.

Alexander McQueen showed his unique vision of fashion in a ramshackle warehouse in London's less than salubrious King's Cross. His frighteningly modern models (above right) looked like android robots, flashing white contact lenses in their eyes, dressed in a combination of haute bondage (spike-thin Sellotape high heels) and crash couture (dresses and jackets featured a tyre-track print, bodices were made of plastercast). Yet McQueen's sense of the macabre has the international fashion set screaming for more.

London fashion week? Don't you believe it.

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Alan Coren



■ It may be all rite on the night, but is it politically correct?

When, in the murky gloaming, the doorbell rang, I tiptoed up and offered the spyhole a chary eye. A householder cannot be too careful, these days: life is harsh, money tight, scruple rare, and there are desperate men ever on the qui vive for the incautious lifting of a latch. You could be double-glazed, loft-lagged, and culinarily refitted before you knew it.

The fish-eye lens offered two huge heads, as fish-eyes will, but low down. Children, then, possibly midgets, and with a push-chair between them, but its occupant so far beyond the spy-hole's range — you do not get a lot for £6, and, if you fit it yourself, you end up with even less — as to be unidentifiable. As far as I and my wonky Securiscopes could see, however, they carried no order book, no sample mullion, pipe, or worktop, no suitcase poised to snap open on a tea-towel, peg or Reader's Digest subscription, no clipboard waiting to jot me down for sponsored poolhopping & S&P a foot to save the whale, no Bible pressing me to witness. I opened the door.

It was the pushchair which first caught my eye. There was a terrorist in it. It was a bit early in the year for terrorists, true, but I knew the signs: if, as the nights draw in, you run across a bin-liner in a tatty old jacket, with a teddy-bear's head, a black cardboard moustache, a clay pipe and a baseball cap, you immediately recognise it as the insurrectionist who once crept beneath the mother of Parliaments' skirts with a view to giving her a nasty turn.

"Penny for the Guy," said the larger boy. Ten, perhaps. "Remember, remember, the fifth of November," said the smaller one. "It's the tenth of October," I said.

"You have to start early," said the larger one. "It's two pounds for a proper rocket." "You're not supposed to go round door to door," I said. "You're supposed to stand on a street-corner."

"We did that," said the smaller one, "but nobody gave us nothing." "Well, he's not a lot like Guy Fawkes," I said.

They both looked at the bear's head. "We had a Stan Laurel face to put on him," said the taller one, "but the elastic bust." "It would have helped," I said. "Just out of interest, do you know what Guy Fawkes did?"

"Why do I give kids a hard time?" "He blew the king up," said the smaller of the two.

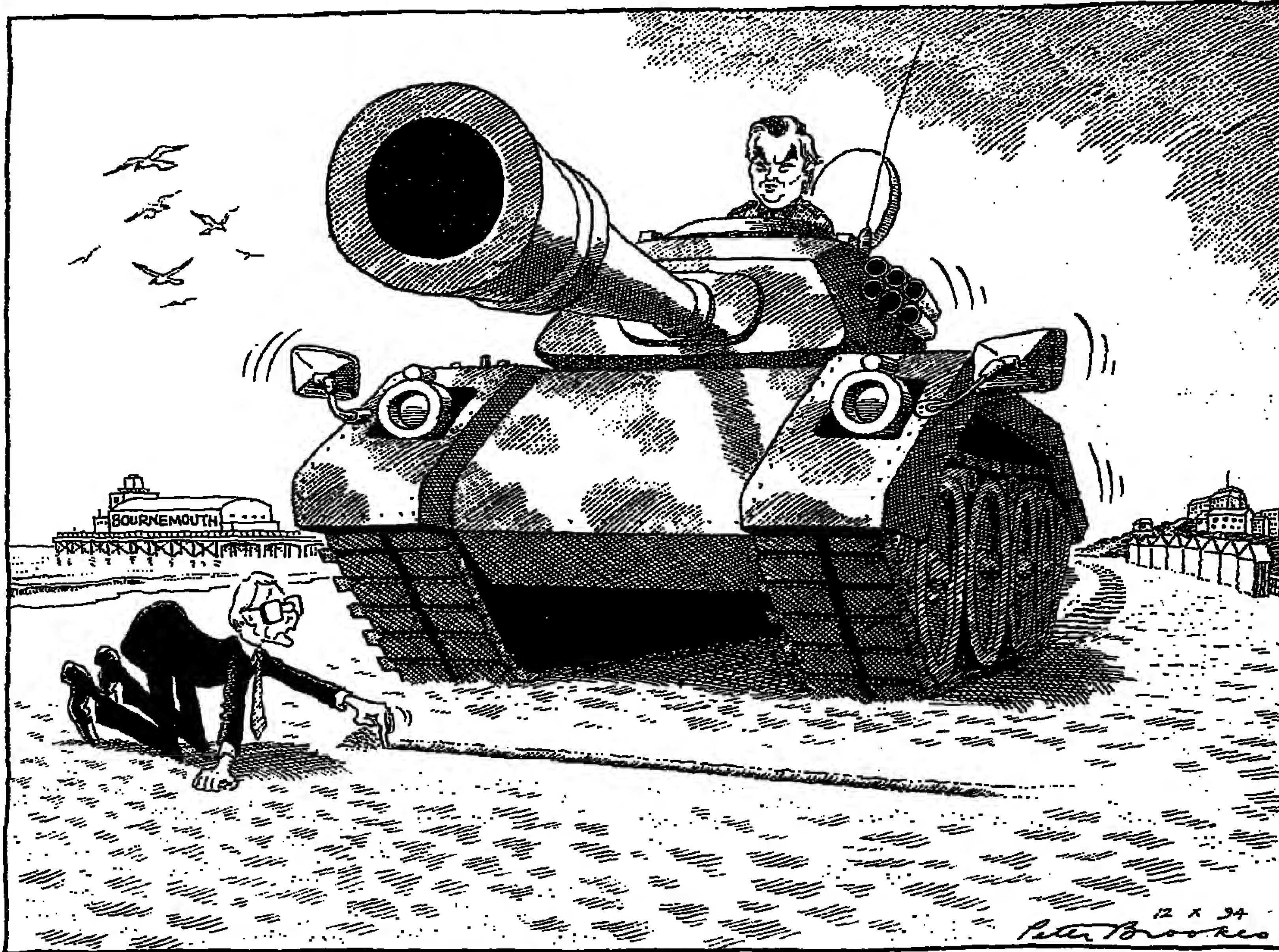
"Near enough," I said. I bent and straightened the bear's moustache. "Is he just for show, or are you going to burn him on the night?"

"Burn him. With bangers inside him and cafrin wills in his ears."

"We're going to make a hole in his head," said the smaller one, "and stick a rocket in it so it goes off when his face catches fire." So I gave them the wherewithal for the coup de grace, and I watched them trundle their victim down the path, and it was only after I had closed the door again that it suddenly occurred to me, I'm ashamed to say for the first time, how astonishingly unsavoury, how politically incorrect, how altogether unacceptable a business it is to which the nation annually addresses itself with such grisly relish.

For here we all are struggling against the lengthening odds to inculcate tolerance, understanding, non-violence and all the caring rest into our offspring, yet every year we leap about with them in the cheery glow of a burning Catholic freedom-fighter, pausing only to pluck the potatoes roasting in his pyre. How very odd. Why should Guy Fawkes remain the one dissident in British history unredeemed by caring hindsight? Just how comfortable would he be if your kids sat on street corners with an effigy of Jomo Kenyatta, what if they tugged the sleeves of passers-by, begging a penny for the Mahatma, suppose they stuck a paper fez on a clapped-out teddy bear and called it Nasser?

Never mind the incalculable ramifications, if, every July 4, Britain commemorated the Declaration of Independence by setting fire to ten thousand Thomas Jeffersons with bangers inside them and cafrin wills for ears.



Tear up the Tory Clause 4

Labour's left-wingers would be proud to boast a record of nationalisation to match the past 15 years

I have a theme for John Major's speech. The search can end. He must take a leaf from Tony Blair's book. He must drop Clause Four from the Tory Government's constitution. Abandoning a belief in state ownership has transformed Labour. Why not try it on the Tories?

This is no joke. When Labour preached state ownership in theory, the Tories were practising it with gusto. The 15 years of Lady Thatcher and John Major have been the most intensive period of nationalisation since the Attlee Government of 1945. Nothing that Labour attempted in the 1960s or 1970s equalled it. Compared with the much-trumpeted privatisation of a ragbag of companies and utility monopolies, nationalisation has become an unacknowledged Tory crusade. The victims have been primarily local councils, but also public corporations, institutions, and even private industries. Today's Tory party is the party of big government, big public spending and big interference as never before.

I often wonder how a party manifesto would read, not before a government takes office, but years later in the outcome. What would it promise to have done, knowing what it did do? Such a Tory manifesto would, I believe, be remarkably similar to what a Labour government would have found itself doing (and boasting) over the same period. It would accept a steadily rising tax burden. It would assure voters of higher state spending. There would be no prospect of a cut in the government's share of the gross domestic product, hovering round 44 per cent, one of the highest in Europe.

But this would pale before the "Clause Four" elements in the manifesto. In 1979, the "commanding heights" of the public sector were still plural, disparate and largely self-governing. By 1994, the public sector and much of the private sector would have seen more savage creeping nationalisation than Labour would have dared contemplate. Consider the Tory outcome manifesto for 1979-1994. Each pledge begins, like every road to hell, paved with the best of intentions:

□ To combat crime, we intend to nationalise the police. Local forces vary in standards of service and efficiency. We shall amalgamate local police authorities under new committees. The Home Secretary will determine their extent and composition. National stan-

dards will be enforced through our police inspectorate. Budgets, staffing and capital spending will be controlled from Whitehall. Policemen will, *de facto*, become government employees.

□ We intend to make the National Health Service true to its name. We shall nationalise it, removing it from the control of hospital consultants and old regional health authorities and inserting new tiers of centralised management. They will come directly under Whitehall scrutiny for finance and performance. The Health Secretary will expect to answer to Parliament for waiting lists, empty beds and epidemics.

□ To improve educational standards there will be a nationalised curriculum. Schools and teachers will no longer be free to meet the requirements of independent examination boards. They will be forced to adhere to a central syllabus. We shall also nationalise the examination system under a new testing authority.

□ We do not believe this gives us enough power. The time has come to nationalise Britain's public primary and secondary schools. We shall do this without compensation to the local ratepayers who built them. We shall start with a voluntary transfer of schools to our new Funding Agency for Schools. Over time we want to see all state educational institutions brought under our central planning regime.

□ For too long Britain's universities have operated as self-governing institutions, disregarding national manpower norms. We shall abolish the University Grants Committee. Ministers will lay down what is taught and how much is spent on what research. We shall nationalise all polytechnics and further education colleges. Two new funding councils will be appointed with financial directives from the Treasury.

□ We intend to end the wasteful price-

support system in agriculture. We shall replace it with direct payments to farmers. We shall pay some farmers not to farm at all but merely to hold land. This is a historic breakthrough in state intervention, approved by Brussels. Farmers will effectively become salaried employees of government, using their land when and for whatever purpose government planners decree.

□ Local rates are unfair. We shall nationalise them. For the time being we shall allow local councils to fix their own domestic rates. Since we shall fix the upper council tax limit and fix how much each council should be spending, they will have little discretion. We shall then nationalise local business rates under Treasury control. Councils should have no discretion over how much they charge businesses for services.

At £14 billion turnover in 1994, this will be the biggest single act of nationalisation by any British government ever.

□ Public housing has long been in the hands of elected local councils. We intend to spend far more than Labour on subsidised housing, but we shall nationalise it through our Housing Corporation and through direct payments to tenants. This extends nationalisation beyond the council estates and will give us influence over rents throughout the private sector. Housing benefit should rise five-fold over a decade. This will be the most generous rent subsidy in the Western world.

□ We intend to remove the rail network from the statutory discretion of British Rail. We must end its freedom to decide which services to subsidise and which to close, and how much to pay its staff. These matters will come under the control of the Treasury. Any sub-contracts granted under so-called "privatisation" will operate under strict control from government-appointed regulators, fran-

chise controllers and civil servants.

□ We shall set up a nationalised lottery. We shall ban all private lotteries except raffles and tombolas. Revenue gathered by a lottery contractor will pass to the Treasury and then be treated as public expenditure. We hope that in time the National Lottery will be Britain's most popular nationalisation since the National Health Service.

□ For too long, government has refused to intervene in family life. We shall do so. We are opposed to leaving husbands and wives to sort out their troubles in private or through the courts. We shall set up a Child Support Agency to nationalise divorce settlements under a responsible minister. Its powers will be draconian.

□ We give a solemn pledge that we shall never denationalise (properly) the commanding heights of the British economy: the roads, the railways, the housing stock, the schools and universities, training, the health service, the Post Office, the prisons, London's transport. All privatisation that takes place will be subject to full central government regulation.

That is what I call a serious Clause Four manifesto. It has been implemented by the present Government to the letter. Offer it in 1979 to Michael Foot, Tony Benn and Ken Livingstone and their eyes would have bulged with glee. In 1939 the young Douglas Jay wrote the much-misquoted phrase that "the gentleman in Whitehall really does know better". It has taken half a century for a Tory Government to bring that dream to reality.

I cannot see from what corner of the political map a challenge to all this will emerge. Few Tories can be proud of their pet Leviathan, but longevity in office has neutered them. Creeping nationalisation is ingrained in cabinet government. Nor does Britain have the benefit of any constitutional check against an over-powering State — except spasmodically the House of Lords. For Tony Blair and Labour, the story is a happy one. Mr Major will bequeath them an unprecedented concentration of control over the public sector. They will doubtless regard it as Clause Four's acceptable face.

Were Lady Thatcher in office today, I have a sneaking feeling she would see the opportunity, cut loose and launch a popular revolution against the record of her own Government. Has her one-time acolyte the guts to do likewise?

Simon Jenkins

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Arms and the middle men

Anthony Sampson on Thatcher and the Saudi deals

Was the British arms deal with the Saudis in 1984-85 "properly negotiated", as Lady Thatcher insisted on Monday? Certainly it was in the tradition of proper negotiation in Saudi Arabia, where commissions have been an essential part of the process. Every big deal is seen as an opportunity to enrich members of the royal family and to spread favours to friends in the courts; and the total price of any project is increased to allow for commissions.

Adnan Khashoggi, the most famous Saudi arms dealer, has insisted that commissions are really part of a welfare system which distributes the wealth from the top; and most Saudis would accept the system as perfectly proper, provided it is not taken to extremes.

It might be compared to pre-industrial, 18th-century Europe, where the best hope for a commoner to build up a fortune was to become an agent for the monarch or the army; and cream off a commission — like Marlborough's paymaster, the Duke of Chandos, who built a palace at Edgware on the proceeds.

The traditional Saudi system escalated in the 1960s and 1970s, when huge arms and oil deals enabled many princes to become very rich, while junior players insisted on having their cut. Western companies had to accept this, and their governments tacitly condoned it, although by the late 1970s the Callaghan Government was worried about commissions running out of control.

For the Saudis there was always the danger implicit in such arrangements that the commissions determined the orders. Much of the weaponry in the vast arsenals built up in Saudi Arabia and Kuwait was scarcely relevant to their defence needs — as was embarrassingly evident in the Gulf War, when they had to rely on Western armies.

The Al-Yamamah arms deals in 1985 and 1987 raised the stakes much higher. The sheer size of the first deal, worth around \$20 billion, was unprecedented; the commissions were becoming greedier, since Saudi revenues were diminishing as the oil price fell; and the commissions were running out of control.

There were several Saudi rivals for the spoils. A key figure was Prince Bandar, the Ambassador to Washington and son of the minister of defence, Prince Sultan, who was present at the signing at Salzburg in July 1985.

There was also Prince Sultan's close friend and agent in London, Waleed Said, who was a friend of the Thatchers and Jonathan Aitken.

There was also a more shadowy don, the Ibrahim brothers, whose sister is King Fahd's favourite wife and mother to his adored son Prince Abdulaziz. The Ibrahimis, who lived in London and ran their own business from Bowater House, had become major players in several big deals. No one knew how much money they kept, and how much went to their nephew, the young prince.

But their record commissions, collected with ruthless insistence, sent a wave of resentment through other Saudis — including minor princes who had missed out. The scale of payoffs was beginning to divide the royal family.

The British Government explained that the Al-Yamamah deals were thoroughly proper. Mrs Thatcher had personally told King Fahd that there should be no commissions. In the second deal, the Government formally wrote to British Aerospace to say that there should be no commissions. The Ibrahim brothers were shown the letter.

But the Saudis, of course, could allocate their commissions as they wished; and the payments were all the easier to conceal because they were made partly in the form of oil. The fact that the oil was delivered outside the Saudis' official quota — so adding to the prevailing glut — added to the disquiet about the deal.

With the huge sums at stake, it would be surprising if some money did not find its way to the British side. It was part of normal Arab etiquette to reward people who had been helpful in easing the deal, and with billions at stake, a few millions were like pocket money. To reward the son of the British Prime Minister — even if he gave no help — would be as usual as rewarding the King's son.

Arms deals, with their unique justification for secrecy, have always had rules of their own, and previous revelations from Washington have shown how easy it was to pay distinguished Westerners — including Prince Bernhard of The Netherlands — to act as go-betweens.

The British Ministry of Defence, we now know, was itself not immune from serious corruption; for only in May a procurement officer, Gordon Fodey, was convicted and jailed for having received bribes worth more than £2 million to provide arms orders for European companies. That disturbing story should have produced a major investigation into the ministry's safeguards.

In negotiating with Arabs, with their quite different attitude to payments, it is hard to ensure that deals are clean on the Western side even if corrupt on the other. The vast commissions of the 1980s were always likely to overflow into the West. So what does it mean to be "properly negotiated"? To the Saudis it meant taking due note of the claims of the royal family, and traditional generosity towards friends. But to Westerners, that will mean two-way corruption — unless the whole negotiation is subjected to far more rigorous scrutiny than we have yet seen evidence of.

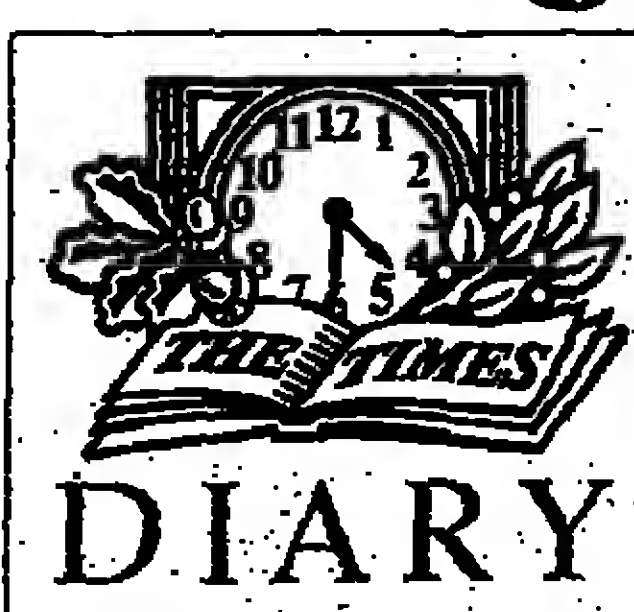
Anthony Sampson is the author of *The Arms Bazaar* (Coronet).

Deer passing

FURTHER evidence of the precarious financial state of the Frasers of Lovat comes in a catalogue for a forthcoming sale of Victorian pictures at Christie's. Three oils with an estimated value approaching £500,000 between them are included in the catalogue as the property of the late Hon Simon Fraser, the Master of Lovat.

Most important among the oils, which are said to have hung in Beaufort Castle, the Lovat family home in Inverness-shire, is *The Deer Pass* by Sir Edwin Henry Landseer, Queen Victoria's favourite painter, which is valued at £300,000. The sub-title chosen by Landseer for the work could not be more poignant, given that the Frasers may have to sell their entire landholding. "I am monarch of all I survey," it reads. "My right there is none dare dispute."

The Frasers have suffered tragically this year. In March, 53-year-old Lord Lovat's son Andrew was gored to death by a buffalo in Tanzania. Days later his elder brother, Simon, the Master of Lovat, died of a heart attack while fox-hunting. He left debts of £7.4 million behind him and estate agents have already valued the 70,000-acre estate with a view to a



sale next spring. The monumental Landseer, measuring 7ft by 12ft, shows a group of deer perched on a perilous pinnacle overhanging a yawning abyss. "It has a wonderfully atmospheric mood," says Christie's.

Bad sign

FIRST STOP for Jeremy Hanley's membership drive should be Conservative Central Office. The chairman has discovered that as many as a third of his own staff are not even members of the party. While Paul Judge, the party's director-general, says new employees should subscribe, he admits long-serving workers may

not have joined. "One or two believe it is a sensitive point."

Even some MPs are said not to have joined. "I forgot to join the Conservative Party — and never did — for all of my seven years as an MP," admitted a former Tory Member in Bournemouth yesterday. "And I know I was not alone." At Labour's Wallworth Road headquarters, staff are sensibly told they have to sign up. "It perhaps explains why Tory campaigns are such a shambles," sneers a Labour man. "Even those running campaigns have no loyalty to the Conservative Party."

● Spare a thought for Amnesty International. The contents of the charity's conference stand disappeared en route from Labour's Blackpool conference to Bournemouth. "We've been to B & Q and bought some shower curtains, a blind and some plants," says the representative at a sadly makeshift stand.

Let them eat

BRIAN JOHNSTON, the broadcaster whose enduring legacy was ball-by-ball cricket commentary on radio punctuated by chocolate cake and bad jokes, is not forgotten. As the England team was preparing for the winter Ashes tour in

Australia, Peter Baxter, producer of BBC radio's *Test Match Special*, said yesterday that the BBC commentary box was still inundated with cakes at England matches. "Commentators can still expect to receive up to half a dozen chocolate cakes from grateful listeners," he said. "Saturdays at Headingley are the best. We still get children at the door saying: 'Have this, and Mum says we have the tin back at tea time.'"

They'll pay

AT IVANA TRUMPS less than discreet engagement party this week in the Duke of Northumber-



land's London home, Syon House, her fiancé, Riccardo Mazzucchelli, made a strange speech to assembled journalists. "I find you all very attractive, and I wish I knew you better," he said.

Mazzucchelli is clearly doing all he can to acquaint himself with the press: he is threatening to sue the *Mail* on Sunday over an article which denied his Latin pride. He has taken umbrage at the suggestion that Ivana Trump may have contributed to the cost of the dinner, where guests included Adnan Khashoggi, Briti Ekland and Zandra Rhodes. "He paid for the whole of it," thunders his lawyer Stephen Nicholson. "We're seeking advice from counsel."

● Conspicuous by his absence from the Booker award to James Kelman last night was George Mackay Brown, shortlisted for his novel *Beside The Ocean of Time*. At 72, he decided the excitement of the occasion would have been too much. "I thought I might be able to go but it's a long trip," he told me from his home in Orkney. "However, I'm looking forward to watching it on TV."

Snap decision

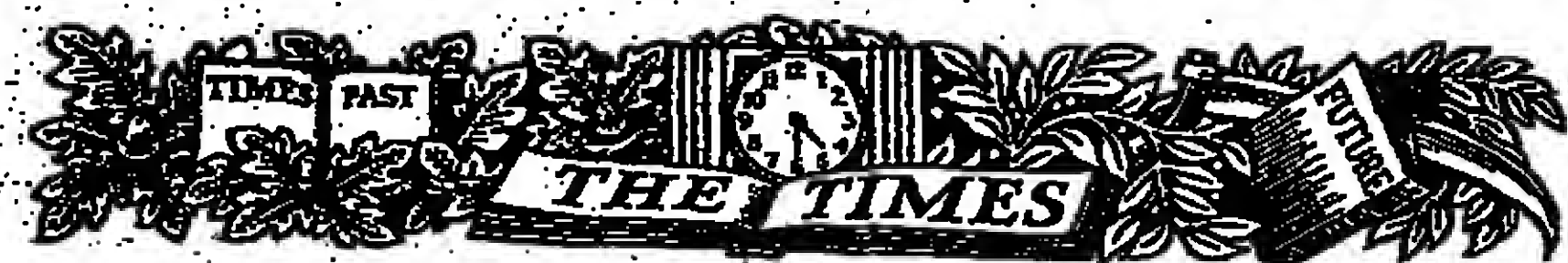
ADMIRING herself at Lord Lichfield's latest photographic exhibition *A Personal View*, at the



Darcy Russell: simple task

Grosvenor House Hotel on Monday night, was the ballerina Darcy Russell. The noble lord had caught her, she admitted, in a striking pose. Dressed at the party in thigh-length black boots and a black mini skirt, Russell said the picture Lichfield had chosen for his retrospective was easily achieved. "Posing for Lord Lichfield was simple. I just danced around him and he snapped me," she said.

P.H.S



THE LAMONT CHALLENGE

Major should not shut his ears to his former Chancellor

When John Major was close to losing the Tory leadership last year, it was the issue of Europe that defined his enemies most closely. Yesterday, with European arguments still high in his rivals' minds, Mr Major could walk the Bournemouth promenade without fear of a fatal conference strike. Although Norman Lamont made some powerful points in his speech last night, going further than any senior Conservative towards advocating British withdrawal from the EU, the former Chancellor does not now represent a tight band of highly-motivated plotters. Mr Major can be grateful for that — and may eventually be grateful for more besides.

The blandness of yesterday's official speeches well rewarded the efforts that the Prime Minister has made, since the bruising divisions over Maastricht, to reshape both his own prospects and a Conservative strategy on Europe. First there was the Tory manifesto for the European parliamentary elections in June. Its themes of "minimum interference" from a leaner Brussels bureaucracy contrasted favourably with Labour's embrace of more money for Brussels and a larger role for the Commission in employment legislation, industrial policy and "investment". Then at Leiden last month, by setting out the case for a flexible, non-exclusive Europe of nation-states promoting stability and prosperity on the entire continent, the Prime Minister found language which chimed closely with the national debates developing in Germany, Italy and, increasingly, in France.

On the domestic political front, Mr Major is much closer now to the European concerns of British voters than is Tony Blair, whose pieties about not being left behind in Europe are those of many Christmas past. Within the Conservative Party, Euro-sceptic solidarity is weakening. Some of last year's rebels want to believe that Mr Major is a new man. Others, even the most hostile to Brussels, fear that the shock of withdrawal would always be too great to bear. The constitutionalists are increasingly remote. Last year's Cabinet "bastards" are this year looking nervously at the rise of the Prime Minister's newly favoured right-winger, Jonathan Aitken.

That leaves Mr Lamont. His intense personal hostility to the Prime Minister inevitably removes some of the credibility that a former Chancellor ought to enjoy. But his assault on the Maastricht ideal, the world of wheeler-dealing, opt-outs and short-lived deception, was well made. His call to his critics to prove the economic benefits of the EU should be answered. The Tory leadership understandably shrinks from another full-blown internal debate on Britain's interests in Europe. But it would be both shortsighted and irresponsible to delay one for too long.

Mr Major has improved his chances of staying in power by recognising that the pace of political integration is unacceptable to the British people. He wants it to be slowed. Mr Lamont wants it to be stopped. Mr Major's theme of flexibility is at risk of being buried in Franco-German arguments based on premises that are wholly alien here. Logically, the tensions in the Franco-German relationship may justify the British case for a more flexible Union; but politically, as Bonn and Paris attempt to exploit the 1996 inter-governmental conference on Europe's future to cover over their differences, it will make Britain's goal of a multi-tier Europe harder to achieve.

Much more needs to be done to find a strategy to see Britain through. The inauspicious beginning to British and German efforts to cut red tape in Brussels — a battle that must be won if a Europe of 20 or more members is to be viable — is an augury of storms ahead. Small states are fiercely protective of the *acquis communautaire*, the body of European regulation already built up. Subsidiarity is a fine-sounding doctrine, but the Maastricht formula is proving too vague and weak to withstand the centralisers.

The Tories must define Britain's interest in a larger Union in more detail, projecting free trade, stability and deregulation to the East. There is a chance both to concert such a strategy with the countries of northwest Europe and to deliver it in Brussels too; but only if the Tories can unite on a policy closer to the scepticism of Mr Lamont than that endorsed by the platform and the party faithful yesterday.

WHO EXAMINES EXAMINERS?

GCSE standards must be seen to be consistent and fair

There are bound to be discrepancies in the marking standards of any public examination system, especially in arts subjects. But every step must be taken to ensure that results are as equitable and just as possible. There has been long anecdotal evidence of slippish monitoring of GCSE standards: now a protest lodged by The Latymer School against the University of London Examinations and Assessments Council (ULEAC) over results in GCSE English has revealed a catalogue of errors and anomalies.

The school's own testimony refers to a "fiasco of incompetence and gross negligence". Anyone looking at a detailed account of the board's performance would be inclined to agree. Successive appeal examiners within the board disagreed with one another's judgments — sometimes marginally and sometimes drastically. In two cases, errors were made in the calculation of cumulative marks which resulted in the downgrading of pupils.

The school entered 114 candidates for GCSE English in 1993. This examination consisted of a coursework paper giving half of the final mark, and a set paper for the remaining half. On the coursework paper, Latymer pupils received 59 As, 48 Bs and 7 Cs — high grades but not surprising so since Latymer is one of the few remaining state grammar schools in London and has a very competitive entry procedure. When the final GCSE results came through (incorporating

the second paper) there were only 26 As, 63 Bs, 24 Cs and 1 D — sharply lower overall and at odds with coursework marks.

The school had appealed in previous years against what it believed to be unjust grades. Perhaps because of this contentious history, Latymer was not content with concessions made on a small selection of the 1993 results. It insisted that the entire year's entry be reassessed, and it carried its protest through to the final arbiter, the Independent Appeals Authority for Schools Examinations.

ULEAC was heavily criticised both for sloppiness in methods and the apparent inconsistency of its examiners' standards. The appeals authority panel expressed special dismay at ULEAC's inability to deal with what were classified as "atypical" candidates — that is, with very able pupils. Examiners were found to be marking in a mechanistic way which took no account of "wit, sophistication and the unexpected". The attributes most important to the study of an arts subject — flair and imagination — were being penalised.

By appealing on behalf of its own pupils, Latymer may have performed an important national service. It has uncovered both individual mistakes and a larger mistaken philosophy. If schools are to be publicly accountable for their examination results, then the boards that hand out those results must also be open to scrutiny both for their procedure and their educational values.

TRADITIONAL BOOKMANISM

One jury's winner is always another reader's fush and chips

James Kelman won the Booker Prize last night for *How late it was, how late*. His rambling monologue of Glaswegian low life, narrated by the sort of lumpenproletarian Scottish drunk one might cross Sauchiehall Street to avoid, conforms to at least one strong Bookish tradition. It is politically angry, remote from genteel London experience and rough. Anyone who can read the coarser four-letter words has already read a fair part of the book.

Mocking the Booker Prize has become a quaint tradition in itself. The literati sneer at its popularity, the philistines complain that the books that win are not much fun. Traditionally there must be dispute about the winner: Golding or Burgess, Ballard or Brooker, Kelman or Pater Walsby. But a prize that has rewarded both Kingsley Amis and Keri Hulme, Penelope Lively and John Berger, Anita Brookner and now James Kelman, cannot be accused of being narrow-minded or blinkered by too much fashion.

Part of the Booker circus is the factious row. Last night's wistful longing by John Bayley, the chairman, for more novelists like P. G. Wodehouse and Jane Austen does not register on the scale of the literary seismograph with the shock of Richard Cobby's declaration that he found Proust unreadable. Most readers, and publishers, would agree with Professor Bayley's antique taste. The customary jury of five judges is said to have produced notorious compromises from

previous deadlocks, by which the winner turned up as nobody's first choice. Hot favourites have fallen over such "over-my-dead-body" attitudes, and they may have worked against this year's hot favourite with the bookmakers and the homosexual pink panthers, Alan Hollinghurst with *The Folding Star*.

A literary prize is nothing like a race, and the betting, television and other sporting razzmatazz of the Booker tradition are absurd. There are fine novelists who have never won the Booker, and some second-rate novelists who have. Several British literary prizes award more money to the winners, and there now seems to be some literary prize awarded on every day of the year. But in spite of the mockery, the Booker Prize has a distinctive value. By paying five experienced readers who love fiction to choose the novel they admire most, it makes an annual declaration about values that transcend the bestseller lists. It can turn the winning book into a bestseller and a film. Intelligent, sensitive or fierce writing about the human condition in all its forms is one of the traditional glories of English in all its styles. The Booker Prize has changed literary fiction from being an elite pursuit to a mass sport, at least for its once-a-year day. This year Booker has honoured its various traditions and funny little ways, as it usually manages to. It is in some danger of becoming a national institution.

Hard times for the Tory Party

From Mrs Barbara Roche, MP for Hornsey and Wood Green (Labour)

Sir, Michael Pinto-Duschinsky's research showing the penalty facing Conservative associations up and down Britain states that many cannot pay the quota expected of them by Central Office, and may even be supported financially by Smith Square (report, October 11). These facts contrast with Sir Norman Fowler's assertion on June 16, 1993, to the Home Affairs Select Committee's inquiry into party funding that the Conservative Party is funded largely from humble sales and cheese-and-wine parties.

As the minority report Labour members produced on March 16 this year said: "The funding of the Conservative Party is one of the great mysteries of British politics." The Labour Party has pledged to disclose all substantial donations in future, unless the Conservatives are prepared to do the same we will only know who bankrolls the governing party and props up ailing local associations as a result of the work of assiduous journalists and researchers or, as in the case of Asil Nadir, when legal proceedings disclose the information.

Yours sincerely,
BARBARA ROCHE (Member,
Select Committee on Home Affairs,
House of Commons,
October 11.

From Mr David J. Kidd

Sir, Every time the Chancellor proclaims that tax cuts are not serious politics he repels voters. His supporters will say tax cuts can properly be made only when the economy permits it. That is the wrong way of looking at it. The defining feature of a free people is that no taxation may be imposed without parliamentary consent — not even for defence. Attempts to tax without consent have led in the past to civil strife, even revolution.

In its own way the debate within the Labour Party over Clause Four taps into this principle, for its object is to secure for workers by hand or brain the full fruits of their labour. Taxation without consent is a way of taking these fruits.

Yours faithfully,
D. J. KIDD (Tax partner,
Citroen Wells,
Devonshire House,
1 Devonshire Street, W1,
October 10.

From Mr J. J. E. Brennan

Sir, Michael Pinto-Duschinsky says that the Conservatives are beset by a shortage of money. Here in Bradford the costs of running this office and the employment of a full-time party agent are financed by support from industry, commerce and private individuals. Our annual appeal, recently closed, exceeded last year's record (outside a general election year).

Yours faithfully,
JOHN J. E. BRENNAN
(Chairman, Bradford Conservative
Federation),
213 Marnham Lane,
Bradford, West Yorkshire,
October 11.

From Mr Marc Cranfield-Adams

Sir, As the Conservative Party starts its conference some of us will deliberately not be there. After the lurch to the right by some Cabinet ministers last year and the prospect of the vocal minority demanding something similar this week it doesn't promise to be an attractive prospect to remember life in the 1950s — but successive post-war Conservative governments couldn't have got it all wrong. In those days the party had statesmen at the helm — Churchill, Eden, Macmillan and Butler. The problem with the party today is that in marching ever more to the right it continues to ignore the problems of a nation of haves and have-nots.

He may be young, he may be inexperienced, but Tony Blair is no fool. Rather than run away from him the Tory Party should stand firm and challenge him on his own terms.

Yours sincerely,
MARC CRANFIELD-ADAMS
(Honorary Secretary, Cardiff South & Penarth Conservative Association),
Lansdowne House,
Plymouth Road,
Penarth, South Glamorgan,
October 10.

From Mr Tim Montgomerie

Sir, When John Prescott described members of my party as liars, cheats, third-rate and hideously incompetent (report, October 8) he was contributing to the low esteem with which Britons view all politicians. Although Labour have ditched some of their previously most cherished policies I do not despise their motives. I just think, as many of them do now, that they were wrong.

Until Labour's leadership realise that Conservatives, too, want the best for Britain and its people and turn their fire away from personalities and towards policies our common political calling will continue to be held in low regard. It is a belief I hope Tory speakers in Bournemouth recognise, too.

Yours faithfully,
T. MONTGOMERIE (Chairman,
Conservative Christian Fellowship),
10 Widdowson Court,
Lytlington, N2,
October 8.

LETTERS TO THE EDITOR

1 Pennington Street, London E1 9XN Telephone 071-782 5000

Selection of judges under scrutiny

From Mr Graham Allen, MP for Nottingham North (Labour)

Sir, I welcome the current proposal to advertise judicial appointments (letters, October 3, 6), not least because it has highlighted the pressing need for a comprehensive reform of the judiciary. An independent and representative judiciary is a cornerstone of democracy, particularly given Labour's commitment to an enforceable Bill of Rights for British citizens.

This year's conference reassured the Labour Party's pledge to judicial reform. A judicial appointments and training commission will be established by Labour's first secretary of state for justice. It would monitor the careers of potential members of the judiciary and allow for discussion as to what criteria are most pertinent to judicial appointments. In addition, a departmental select committee on legal affairs would, for the first time, allow parliamentary scrutiny of the process of judicial appointments and access to the law.

The aim of these reforms is not just to facilitate a system which produces better judges who are well trained and suited to the job at hand, but also to ensure an end to the current gross under-representation of women and members of ethnic minorities. The outcome of current selection procedures is a judiciary of which 96 per cent have a public school and Oxbridge background, and deprives us of a pool of potentially talented and committed judges.

This also fosters a lack of trust in the judicial system amongst some members of the public. Widening the field of selection to include solicitors and academic lawyers would alleviate this problem and allow new talent to emerge.

Finally, judicial training would ensure that those persons selected to the judiciary had both the self-confidence and the confidence of the public which such a crucial post demands.

Yours sincerely,
GRAHAM ALLEN
(Shadow Spokesperson on
Democracy and the Constitution),
House of Commons,
October 9.

From Mr Geoff Hewitt

Sir, Frederick Lawton's letter (October 3) tells only half the story. To qualify for an interview for circuit judge the applicant has to be a recorder. Any lawyer wishing to be a recorder has to be prepared to give up at least 20 days a year for lowly paid work. Barristers and solicitors do it

because that is the only way to qualify for the higher bench.

All recorders are being continually assessed for suitability. Any with a black mark will not be appointed to the circuit bench, whether or not they are recommended by the interview panel.

The only way to improve appointments to the circuit judge level is to remove the requirement to be a recorder first — but try telling that to the Lord Chancellor's Department.

Yours faithfully,
GEOFF HEWITT,
13 Briar Lane, Carshalton, Surrey,
October 3.

From His Honour Judge Crabtree

Sir, In his entertaining article (October 7) lampooning the judges, Bernard Levin quotes Judge Wilson as complaining about a letter from the Lord Chancellor to all the circuit judges setting out the sort of conduct that would result in dismissal. I do not think he was complaining about the content of the letter so much as the way in which it was sent.

It is true that it should not be necessary to tell us that if we are convicted of stealing, drunken driving, GBH, and so on we should be looking for another job. But, if the Lord Chancellor had written to me to that effect, I would not have objected.

But Lord Mackay did not write to me; he had written some time ago to Lord Taylor, setting out a code of conduct for judges — and somebody in his office set the computer to work to send out copies of that letter to all circuit judges, by recorded delivery, without even a "compliments" slip.

There are only two reasons for using recorded delivery. One is that you are not sure that you have the right address; the other is that you expect the recipient to deny receiving the letter when, at some later date, it suits him to lie about it.

Now the Lord Chancellor knows my address. It speaks volumes for the general standard of honesty in this country that the Government thinks that even its judges are bent.

Lord Mackay did not write to me, so I did not write to him; but I, and most other circuit judges, would like an apology.

We may be a lot of Oxbridge (well-educated) old fools; we do sometimes say stupid things (as does Bernard Levin); but we are not dishonest.

Yours faithfully,
JON CRABTREE
(Circuit judge),
204 Mount Vale, York,
October 7.

South African economy

From Mr David Craine

Sir, Your report, "Mandela economic woes dog US visit" (October 4), detects mounting anxiety within the South African government at the "low" credit rating achieved by South Africa. Most commentators have seen the recent ratings as a significant boost to the nation's international standing, especially the Moody's investment-grade BAA3 rating.

Whilst you concentrate on the supposed influence of the Communist Party, which does "not want anything to do with" the IMF and World Bank, others are recalling the ANC's approval for a massive IMF loan last year and for an agreement with Gatt to remove trade barriers. Trade Minister Trevor Manuel has placed his commitment to trade liberalisation beyond doubt, whilst South African business is predicting a sharp increase in export earnings in the coming months.

The recent interest rate increase has been seen as evidence of the Reserve Bank's ability to maintain monetary discipline free from political interference. Indeed, real interest rates are

high for this stage of the business cycle.

Deputy Minister of Finance Alec Irwin has impressed many with his determination to reduce the budget deficit further and redirect government spending away from consumption to mobilise more resources for reconstruction and development. Revenues are up heavily so far this year, whilst expenditure is strictly under control.

He has also given assurances that the government is determined to be bold in lifting exchange controls once the pre-conditions laid down have been met and has indicated government's commitment to selling off state assets where this is appropriate. Economists are expecting substantial economic growth in the second half of 1994 which will continue into 1995.

Of course some transitional issues remain. But there is certainly far more to be positive about in the new South Africa.

Yours sincerely,
DAVID CRAINE (Director),
Southern Africa Economic
Research Unit,
56 Camberwell Road, SE5,
October 4.

The Miles memoirs

From Mr H. Gort

Sir, I would not have thought that *The Times* is the place for the nasty "memoirs" of Sarah Miles (October 1-7). Surely you and your excellent writers could serve us a more wholesome dish with our breakfast.

Yours faithfully,
H. GORT,
Deepdene Cottage,
Reigate Road, Dorking, Surrey,
October 6.

Property values

From Mr David E. Taylor

Sir, Rachel Kelly's column of October 5 ("Will Blair hit a home run on housing?") did not seem to acknowledge that under the present Conservative Government we have witnessed a drop in residential freehold values of between 30 and 50 per cent since August 1988.

I am sure a future Labour government led by Dennis Skinner could not match this tragic performance, which has deeply wounded thousands of middle-class property owners, the majority of whom voted Tory at the last election.

Yours faithfully,
DAVID E. TAYLOR,
Osborne Taylor
(Estate agents and valuers),
48 North Bar,
Banbury, Oxfordshire,
October 5.

Crime and apathy

From Mr Colin Goodhind

Sir, Surely it is common sense that vandalism and crime cost us dearly and youth activity schemes reduce crime. Ministers should stop paying lip-service to these issues and channel substantial financial support through local authorities to partnerships like ours that are already working. If the judicial system then woke up to reality and supported victims we would see public morale improve and a further reduction in crime.

Our crime prevention efforts are constantly undermined and apathy encouraged by criminally unrealistic sentencing. A local trader had his window broken (replacement cost £850) and goods stolen (value £1,100). The trader had to pay the first £100 of the window claim and the first £250 for the goods claim. The youth was fined £54 and given probation.

I believe this state of affairs is discouraging the reporting of non-violent crime and giving a false impression that things have dramatically improved. I hope for everyone's sake that I am wrong.

Yours faithfully,
C. GOODHIND,
Chairman, Melksham & District
Crime Prevention Panel,
1 Longford Road,
Melksham, Wiltshire.

Letters should carry a daytime telephone number. They may be faxed to 071-782 5046.

Answers needed on measles jabs

From Mrs Lindsey Coates

Sir, I, too, am concerned about the current measles immunisation campaign (letter, October 5).

Having had my rubella immunisation at school I assumed I was immune. A blood test during pregnancy indicated I was not and I was casually told the vaccination I had received had a failure rate of about one in seven.

Both my children, now aged eight and nine, had the measles jab at about fifteen months, and then the MMR (measles, mumps, rubella) on its introduction. When I telephoned the help-line for further information about the current campaign I was assured that it is completely safe for them to have a third dose.

"But is it necessary?" I asked. I was given the standard line: "We're advising everyone to have the injection." I still was not happy and I was given another telephone number. The doctor on the other end assured me that his son has been immunised previously, but will also receive this one. I am still unsure, but faced with his apparent confidence I have conceded defeat and given permission for my children to receive this "booster".

Is this the way for the medical profession to give confidence to the patients?

Yours faithfully,
L. A. COATES,
14 Hears Road,
St Mary Cray, Orpington, Kent,
October 5.

From Mr Richard Barr

Sir, When we received the leaflets about measles vaccination we had a family debate with our two children. We agreed that our 11-year-old son would not be vaccinated. Our 14-year-old daughter was concerned about rubella and elected to be vaccinated.

We have therefore made our consent subject to the following:

1. that it is based solely on the information and assurances given in the leaflet and

2. that it is given only on the clear understanding that vaccinator, health authority and manufacturer will be fully responsible for any injury which may be caused to our daughter as a result of the vaccination.

Other parents might like to do the same. If our conditions are not acceptable to the authorities I would be interested to know their reasons.

Yours faithfully,
RICHARD BARR,
Mill House, Castle Acre,
King's Lynn, Norfolk,
October 7.

From Dr Ben Ross

Sir, Mrs Duff's letter confirms my opinion that there is an element of Monty Python about the way in which the measles campaign is being conducted. General practitioners are being inundated with questions for which no answers are available. The literature sent by the Chief Medical Officer has been of limited help.

The only certainty is that GPs will bear the brunt of any after-effects of the measles injections, long after the school nurses who administer them have retired to bed.

I have been told by the local district health authority that problems with the measles campaign have multiplied owing to distractions caused by the Indian plague outbreak. Mrs Bottomley's repeated statements that all GPs had been informed about plague at least eight days before any such information arrived at this practice have strengthened my belief that the Health Department badly needs a shake-up, starting at the top.

Yours sincerely,
BEN ROSS,
38 Wykeham Way,
Burgess Hill, West Sussex,
October 7.

Gulf warning

From Mr Hugh Hanning

Sir, It is a profound relief to see the principle of deterrence being resurrected by the Allies in Kuwait.

One had begun to despair of *homo sapiens* ever grasping the cardinal lesson of the twentieth century: that all major wars were caused by failure to give credible warning to the aggressor. The Kaiser, Hitler, Kim Il Sung, Galtieri and Saddam in 1990 did not know we were ready to use force until it was too late.

Now Saddam knows. It is good news. Deterrence, brilliantly created by Nato, has worked in Europe. At last we have realised that the same principle can work just as well elsewhere.

Yours etc,
HUGH HANNING (Vice-President,
Atlantic Council of the UK),
18 Montpellier Row, Blackheath, SE3,
October 11.

Gloomy outlook

From Mr S. T. Dobbs

Sir, The twentieth century is ending on a rather pessimistic note when *The Times* changes its "Lighting-up times" on the back page to "Hours of darkness".

Yours,
S. T. DOBBS,
3 Warwick Close,
Market Harborough, Leicestershire,
October 8.

OBITUARIES

CHAIM RAPHAEL

Chaim Raphael, CBE, historian, crime writer and former Treasury spokesman, died on October 10 aged 86. He was born in Middlesbrough on July 14, 1908.

CHAIM RAPHAEL was many things in his times — college don, Hebrew scholar, civil servant, man of letters, author of crime thrillers — and he excelled in them all.

Perhaps the most testing time in his career came when he was head of the information division at the Treasury and George Brown was Secretary of State at the Department of Economic Affairs. Nothing in his training had prepared him for the sort of joint press conferences he had to handle. Often they took the form of a series of controlled explosions, some of them less controlled than others, but Raphael was calm as Brown was not and — with the help of his opposite number at the DEA — somehow prevented them from ever getting out of hand. The CBE he received on his retirement was well earned.

Raphael was born Chaim Rabinovich in Middlesbrough, and was always known as "Rab" among his friends, his more distant acquaintances suspecting it was short for Rabbi. In fact, though he went to ARIA College, Portsmouth, to train as a rabbi, and possessed all the scholarship, the love of tradition and even the pastoral tendencies necessary for the calling, he soon found himself almost totally devoid of religious belief. He therefore went on to read PPE at University College Oxford, and in 1933 he became lecturer in Post-Biblical Hebrew at Oxford University.

During the invasion scare of 1940 enemy agents all over Britain were rounded up and placed in internment camps. Most of them were Jews who had fled from Nazi Germany to save their lives. The Home Office, in one of its more inspired moments, recruited Raphael to act as a liaison officer at the camps, and his kindly and sympathetic manner helped to convince the internees that they had not been singled out for further persecution.

In 1942 he joined the British Information Service in America and became



part of a legendary team which included Isaiah Berlin and David Davies. He made labour relations his speciality and wrote a small book, *Labour and Industry*, which became something of a classic. In 1957 he moved to the Treasury and remained there until his retirement in 1969.

He somehow found time among his many duties to write thrillers under the name of Jocelyn Davey and used his colleagues under thin disguises as his dramatic personae; if they did not always recognise themselves, it was possibly because they were so sympathetically portrayed. He was a Pevsnerian figure of medium height,

comfortably built, slightly dishevelled, with a massive balding head and glasses agleam with geniality.

He was a welcome guest in the stately homes of Anglo-Jewish and acted as a sort of secular family chaplain to the vast Marks and Spencer clan. He would conduct their annual seder — the festive meal held on the first night of Passover — on the top floor of Michael House in Baker Street. Out of this there grew *A Feast of History*, his own version of the Passover liturgy, with his own commentary, which became a bestseller, and which continues to sell in large numbers to this day.

He was also a familiar figure at

George Weidenfeld's celebrated soirées. He was a marvellous conversationalist, with many anecdotes about people in high places, but he was one of the few men who was somehow amusing without being malicious. His many friends included Saul Bellow with whom he had a particular sense of kinship, though he did not share Bellow's bleak view of mankind or his melancholy tendencies.

In 1970 he became a research fellow at Sussex University and was able to indulge in one of his main interests, Jewish history, but his researches were in some respects a search for himself.

In 1962 he wrote a semi-autobiographical volume called *Memoirs of a Special Case*, in which he tried to explore the position of the Jew in the non-Jewish world and more specifically his own place in it. He combined a fascination for everything Jewish with a love for everything English, and he was able to combine the two during his years as an Oxford don. Yet he could not overlook the fact that he was, in the last resort, a non-believing Jew and a non-English Englishman.

He returned to the theme in one of his last books *The Springs of Jewish Life* (1983), in which he asked why Jews were at pains to remain Jewish in spite of the hazards they faced and where — as in his case — they did not even have religious faith to sustain them. And his answer lay in Jewish history, the sense of fellowship it offers with Moses and Aaron, David and Solomon, the Maccabees and Bar Cochba, and the guidance of prophetic teaching. He was not, perhaps, the non-believer he thought he was, or rather, he tempered scepticism with romanticism.

When he became a fellow at Sussex he moved to Hove. His marriage had ended in divorce and during his Hove years, a little belatedly, he reverted to the role of a man-about-town. He loved female company and had no shortage of admirers who were happy to act as cooks, confidantes, companions and, where necessary, as amanuenses. He was a happy man in himself and spread happiness among others.

He is survived by a son and a daughter.

DIANA CHURCHILL

Diana Churchill, actress, died on October 8 aged 81. She was born on August 21, 1913.



Diana Churchill in *The Streets of London*, 1932

DIANA CHURCHILL was an English leading actress of stage and screen who enjoyed a career of remarkable versatility. She worked her way through much of Shakespeare, Restoration comedy, farce, Chekhov and a series of boulevard comedies. In middle age, she gained an unexpected reputation for sophisticated revue.

The eldest of three daughters of a Wembley doctor (because he also had a daughter on the stage she was often mistakenly believed to be the daughter of Winston Churchill) Diana Josephine Churchill was educated at St Mary's School, Wamington, and the Guildhall School of Music. In an extraordinarily swift rise to fame, she found herself acting in the West End by the age of 18. Soon she was playing such roles as Dorothy Hardy in *Whose Baby are You?* and Lucy Fairweather in the burlesque version of the old Dion Boucicault melodrama *The Streets of London*. In 1932 her dramatic talents were aided by her enormous blue eyes, naturally wavy blonde hair and by a trademark pout which she used to devastating effect.

A spell at the Oxford Playhouse taught her an authoritative command of the stage so that, when her big chance came as the young wife in Michael Egan's *The Dominant Sex* (1935), her perky natural playing of a nice but rebellious young shrew won her an 18-month run at the Shaftesbury Theatre, and in the process made her a star.

She never found a new comedy which suited her, though her success led to occasional films: *School for Husbands* (1936) and *The Housemaster* (1937). She was popular, in the business, for being level-headed, and good-tempered. Only once, for instance, was she known to come near to losing her poise. This happened when she was filming *Lover's Knot* in 1938 at Elstree. After a scene which was proving difficult to shoot had already gone through six takes, she fluffed her lines on the seventh attempt. Turning to smile at her director she apologised with

"Sorry, ducky, but I think I'm going to get temperamental. I'll go for a walk." She was back within three minutes, ready to go through the scene perfectly.

However, after early glory, she had to contend with a decade of mediocre comedies and revivals, before suddenly again finding fame in the 1948 revue *Oranges and Lemons*. She was now discovered to have a strong singing voice and a gift for stage caricature matching that of her co-star, Max Adrian. If audiences laughed at her saleslady, patronising with ineffable gentility her no longer slim customers — they were touched by her sensitive portrait of the idealistic school teacher hopelessly contending with overworked classes.

Always ambitious for success in more serious work, Diana Churchill joined the Old Vic for the 1949-50 season. Her Rosaline was seen in a lacklustre revival of *Love's Labour's Lost*, but her brisk Kate in *She Stoops to Conquer* pleased the critics. She made another foray into the classics at Stratford in 1956 but neither her Gertrude in *Hamlet* nor her Emilia in *Othello* won particularly enthusiastic notices.

Meanwhile, however, she had triumphed again in revue

— in *High Spirits* (1953), when again she proved herself equally mistress of both an asstringent bitchiness and of tender sentiment. Although she could always be relied upon for resourceful and intelligent stage work — witness her portrayal of Emyln Williams's docile wife in his thriller *Academy* (1950) and her ill-bred bossy Natasha in *Three Sisters* (1951) — it will be perhaps as a revue artist that she will be best remembered.

During the 1960s her career wound down as she spent more time caring for her first husband, Barry K. Barnes, an increasingly sick man who died in 1965. However, she could be seen in *The Rat Patrol* (1961) at the Globe Theatre, *The Winter's Tale* in Cambridge in 1966, and *Heartbreak House* at Chichester, which transferred to the Lyric in 1967.

Sadly, her own health was deteriorating — she was by now suffering from multiple sclerosis — and from the mid-1970s onwards she lived at Denville Hall, the home for retired actors in Northwood, Middlesex. It was there that she met the actor Mervyn Johns (the father of Glynis Johns) whom she married in 1976 when she was 65 and he was 77. He died in 1992. She had no children.

MARK LAMBERT

Mark Lambert, aviator and aerospace journalist, died from cancer on September 27 aged 65. He was born on June 15, 1929.

MARK LAMBERT brought a soft-spoken charm and wit to the extroverted world of aviation. A distinguished career in aerospace journalism, culminated in his nine-year editorship of the Geneva-based *Interavia*. His appointment as editor-in-chief of the bible of the industry, *Jane's All the World's Aircraft*, followed.

Lambert took over from John Taylor on his retirement after three decades' service. It was a hard act to follow, but he brought to the job experience as a pilot of more than 300 types of aircraft and helicopters. He had particular affection for the Meteor fighter and flew later generations of high-performance types through the sound barrier.

His editorship saw a radical reshaping of the content of *Jane's* in tune with the changing needs of its professional users in 170 countries and the growth of demand for electronic delivery of information. Lambert achieved those changes despite the pressures upon him and his team of



revising and updating the two-and-a-half million separate facts that appear in *Jane's All the World's Aircraft* each year.

Lambert was a man of quiet cheerfulness, tact and diplomacy. The pressures of deadlines and volumes of material never distracted him from his

boyish love of flight and his enthusiasm for all matters connected with aviation.

Charles Mark Lambert had a peripatetic childhood, since his mother lived from 1931 to 1937 in, successively, France, Italy, Austria, Yugoslavia and Latvia. This experience gave him the knowledge of a number of languages which later stood him in such good stead in the world of international journalism. Coming to England, after a spell at prep school, he was educated at Blundell's School, Tiverton. At the age of 17 he joined his parents in Rome where he attended the French Lycée.

After National Service in Army Intelligence in Trieste, 1948-49, he went to Jesus College, Oxford, where he learnt to fly with the University Air Squadron. He joined the 600 (City of London) Squadron, Royal Auxiliary Air Force, flying Meteor 8s and gaining a reputation as an aggressive fighter pilot, a characteristic that was in marked contrast to his generally mild-mannered demeanour. When 600 Squadron was disbanded in 1957 he joined No. 1 Air Experience Flight, RAFVR, where he remained until 1962.

From 1953 to 1965 he served

on the editorial staff of the aviation magazine *Flight*, a natural beginning to an aviation writer's career, since he had read every issue since he was 14. He remained with *Flight* on and off for 27 years with a break from 1965 to 1973 when he worked in public relations in the aerospace field. In 1973 he rejoined *Flight*, remaining until 1980 and also doing some flight testing for the publication.

When he moved abroad in 1980 to become successively technical editor, associate editor and then editor of *Interavia*, he was, even in that polyglot company of journalists, the only member of staff to be utterly at home in the journal's four languages — English, French, Italian and German. He was able to translate technical documents between any of three continental languages without reference back to English. He retired from the editorship of *Jane's* in June this year on his 65th birthday, characteristically planning to continue as a contributor to next year's title.

Notwithstanding his journalistic talents, Lambert was recognised by all his colleagues as being first and foremost an "aircraft man". After flying Meteors he broke the sound barrier in a Hawker Hunter in a shallow dive in May 1957 and later that month did the same in level flight in a USAF F100F Super Sabre.

With his wife Anna, whom he married in 1955, he competed in the round-Sicily air race in a Piaggio 148 piston-engine military trainer, a somewhat hairy experience because of the aircraft's inherent instability and because the model he and his wife competed in had a faulty fuel gauge. He had also, exceptionally for a journalist, been entrusted with the controls of a Bell 222 helicopter. In all he had flown more than 300 types of aircraft, nothing up his 304th only this summer.

His wife Anna survives him, with two daughters and a son.

CANON DUDLEY HODGES

Canon Dudley Hodges, former Precentor of Lichfield Cathedral, died on October 1 aged 85. He was born on February 2, 1909.



IN THE three cathedrals where Dudley Hodges served and in the three parishes fortunate enough to have him as their incumbent, many people were drawn by the outstanding quality of his pastoral care, by his clear grasp of the Christian faith and by his deep love of Anglican worship. His keen sense of fun and zest for the good things of life made him outgoing and equally at ease with a wide range of people.

Dudley Alban Hodges read Theology at Selwyn College, Cambridge, in the late 1920s, and between 1930 and 1932 trained for the priesthood at Cuddesdon Theological College, near Oxford. Ordained in 1932, he spent eight formative years on the staff of Southwark Cathedral where he laid the basis of his broad working knowledge of liturgy and church music. This was interwoven with an energetic pastoral ministry there and as chaplain of Guy's Hospital. He then held incumbencies at the Holy Spirit, Clapham, and at St John the Baptist, Epsom. He was never happier than as a parish priest, and at heart remained such throughout his long ministry.

The summit of his parochial ministry came at Stafford with

its imposing Collegiate Church of St Mary. By his sensitive pastoral touch he transformed its grandeur into a warm and welcoming community, whose heart was the Parish Communion followed weekly by the "full English breakfast" for all. Social activities abounded, including an uproarious annual entertainment given by the rector and curates in the Town Hall and parish holidays on the Welsh coast. Yet all this was held in equilibrium with cathedral-style liturgy and music. Rumour had it that the parish ran on "gin and prayer". This legend bore testimony both to the generous hospitality which the parish priest dispensed, and to the devotional and sacramental emphasis which permeated the parish.

As an outstanding trainer of curates his greatness lay in the

capacity to allow junior colleagues to do things their way. Through the ensuing successes and failures he invariably gave generous support, enabling each curate to be himself and discover his own gifts and limitations.

In 1965 he was appointed canon and precentor of Lichfield Cathedral with responsibility for arranging the musical services. His combination of liturgical and pastoral skills proved to be a great asset, especially in reaching out to the growing number of visitors to the cathedral.

To him ministry was not a job but a way of life. Though he retired to Salisbury in 1976, he carried on much as before. Appointed an honorary canon of Salisbury in 1980, he served for several years as vicar of the Close, faithfully cycling round to take Communion to the household, or welcoming newcomers to the cathedral back home to coffee. He prepared many adult candidates for Confirmation. His teaching ministry, while patient, had a note of urgency and he never shrank from challenging people about their belief and practice.

In 1993 he published a simple guide to the Psalms. This slim volume typifies his pastoral motive in "remystifying" the ancient treasures of the Church's liturgy.

He is survived by his wife Margery, whose partnership meant everything to him in every phase of his ministry.

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COMMUNISTS AND FASCISTS

"VICTORY" MARCH IN EAST END
 An anti-Fascist demonstration, organized mainly by Communists, was held yesterday in the East End of London, when thousands of people took part in what was described as a "victory" march. The "victory" being celebrated was the prevention of the proposed march of Fascists through the East End on the previous Sunday.

Heavily escorted by mounted and foot police, a long procession marched from Tower Hill to Victoria Park where meetings were held round three main platforms in the presence of big crowds. The demonstrators assembled and marched in orderly fashion, and the only disturbances on the route occurred in the neighbourhood of Victoria Park, where there were a few scuffles between the police and groups of Fascists who sought to interrupt the procession or expressed their hostility too freely. Nine arrests were made in connection with the demonstration, the charges including violent damage, assault, and obstructing the police.

At one point, it was reported, a party of about 50 young men, shouting "Up with Fascism," charged into the ranks of the

ON THIS DAY

October 12 1936

The repeated clashes between the British Union of Fascists and its opponents were curbed by the Public Order Act in January 1937 which banned uniforms and empowered the police to forbid political processions.

procession and pulled down a Communist banner. A free fight began for possession of the banner, and the crowds began to surge forward. A short baton charge by a strong body of foot police put an end to the fight.

There was not a black shirt to be seen anywhere on the route, but young men and women gathered in groups at street corners shouted Fascist slogans at the marchers, and there was much rival shouting and singing. When the groups of Fascists shouted the name of Sir Oswald Mosley and raised their hands in the Fascist salute the marchers would retort

by raising clenched fists and chanting "Ban the Blackshirt Army." Another favourite slogan of the marchers was: "They did not pass! They shall not pass!"

There appeared to be about 5,000 marchers when the procession was marshalled, but they gained a big following during the long march to Victoria Park. At the head of the procession were a number of ex-Service men, many wearing medals and carrying banners inscribed: "National Ex-Service Men's League Against Fascism." Marching behind a uniformed band which set off from Tower Hill playing "The Red Flag" the ex-Service men also displayed half a dozen Union Jacks. Others in the procession carried scores of Communist red flags, and there were other banners on which were anti-Fascist slogans and caricatures of Sir Oswald Mosley.

A party of 50 or more young Fascists made some attempt to interrupt the meeting a few minutes after it had begun. They advanced shouting towards the platforms, but when they were still about a hundred yards away the police charged them, and they turned and ran to another part of the park. Here they tried to reassemble, but the police again dispersed them without drawing their batons. Two of the Fascists were left lying on the grass after the scuffle, and had to receive first aid...

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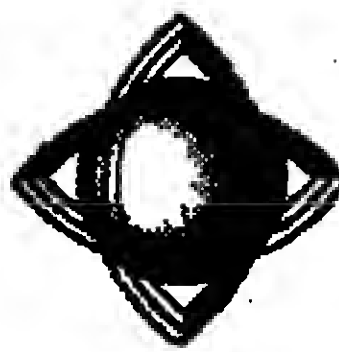
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A privacy law is unnecessary; what we want is a new set of rules to ring-fence the royal family, and their offspring in particular

The royals should not amuse



BRENDA MADDOX

The Association of British Editors has wrung from backbench MPs all parties the admission that, although they don't trust any of the press very much, they hold the electronic media superior to newspapers in impartiality.

But do the MPs know why? In the current parliamentary zeal to do something about the media, I sense little awareness that broadcasting and the printed press are fundamentally different. Were Parliament to extend regulation from one medium to the other, it would be crossing the vast divide that separates an activity licensed and regulated by government from one that for 300 years has been happily free to be as partial as it likes.

Luckily, the long-threatened White Paper on media control has not appeared. But such is the hostility towards the press among backbenchers that a privacy law could result, fuelled by the belief that they are saving the monarchy from irretrievable damage.

Yet how ludicrous it would be if the British public, unprotected by any of the guarantees of a free press enjoyed by much of Europe and America, were to be saddled with one more form of press restriction in order to protect the unprotestable magic people among us, whose fame owes nothing to talent or ambition, yet whose mundane activities can make a millionaire of the most humble hack. What we need is a new set of rules to ring-fence the royals, to protect the rest of us from a privacy law.

We have to accept for a start that the present media-manipulating royal adults are a lost generation. They have played their private lives by Edwardian house-party rules without noticing the dawn of the Age of Electronics. But it is not too late to protect the monarchy, by protecting their children from the

media during their adolescence. There is no more urgent media issue in this country.

True, the press thinks it is obeying self-restraint about the children. But these pre-adolescent years, hidden away at school, are the easy ones. The trouble comes when they emerge into flirtations, car-crashing adolescence.

My hunch is that Prince Charles's young life was warped, not only by those long parental absences followed by edle to Gordonstoun, but by the world headlines given to his ordering that glass of cherry brandy. An inconsequential act at a pub on a school during not only made world headlines but cost him the company of a loyal and trusted detective, who was made the scapegoat for the incident. What better way to make a young man feel victimised by a hostile world?

Serious critics of the media these days often speculate about the hurt the children of the Prince and Princess of Wales must feel when they read about their parents in the press. Far more harmful must be all the theorising about the Crown passing straight to Prince William. How terrifying it must be for a pre-adolescent to read that you are expected to be the saviour, the young man who will not

misbehave like his father and who will not make a mistake in the awesome choice of a mate.

The first step in protecting the monarchy from the media, therefore, must begin with an end to this blight on the psychological development of Prince William. The next would be some additions to the Press Complaints Commission's voluntary code.

Its Clause 12 on "interviewing or photographing children" should be expanded by a subsection (iii), saying that royal children are not to be photographed, except on formal occasions, until they are 18; then by (iv) their behaviour is not to be reported upon, ie, sulking when invited to get into the car, coming first/last/third at school sports days.

But self-regulation should begin at home. Royal parents should immediately desist from using

their children for photo-opportunities, like forcing the boys into a confusing changes of garb: leather and jeans for Her, tweeds and kilts for Him, or by dressing two dissimilar girls as if they were twins. Get the whole lot of them right out of the limelight: no Disneyland, no Alpine photo-calls.

Self-restraint should then rise to the highest level. Of course, the only real way to protect the monarchy from the media is to disestablish the Church of England, so that the gap between ideal and practice — which makes royal misbehaviour news — would disappear, and those born royal could live, married or divorced or gay, by the same rules as the rest of us.

But there are more simple steps. The Palace should immediately stop playing The Family: the

Queen's Christmas message should be about the country and the Commonwealth, not about the grandchildren. It should also dismiss all public relations professionals and return to the welcome silence of the old days. The stream of lit-crit from Buckingham Palace, denouncing books as "sleazy" or "grubby", is embarrassing. But when the royals have a case in law, they should push it — for breach of copyright especially.

For the Waleses, there is no escape. All they can do is accept the realities of their own existence. Anyone whose photograph is worth seven figures on the world market should not appear naked near a window.

In their misery, they might console themselves that they have revealed that the location and duration of each and every telephone call is now on record, that mobile calls are more easily intercepted than others, and that official protection is synonymous with official surveillance. It is, in its way, a public service.

Which news story is bigger?



A major world issue versus a one-off domestic event: candidates were asked to choose whether the plight of Rwandan refugees or the return of Abbie Humphries should lead BBC news bulletins

I've been preparing for it all my life. This startling reply was not quite what we had expected when my colleague John Morrison, the editor of BBC TV's *Six O'Clock News*, opened the questioning with: "And how did you prepare for this interview?"

The replies had generally fallen into two camps: the highly motivated and the very highly motivated. The former had immersed themselves pretty thoroughly in the week's news, read all the papers, listened to most of our radio output, watched the bulletins, caught the odd current affairs programme and read some of the commentaries in the weekly magazines.

The other group had, of course, done all that. But they had also talked to former news trainees, contacted anyone they knew in the BBC, and even looked up some details about us, the interview panel.

But this reply said as much about the event as about motivation. For the eight individuals who were to be picked as the BBC's 1994 news trainees, the interview may well become the defining moment in their lives. They would

follow a career path trodden by many familiar names: Jeremy Paxman, Joshua Rosenberg, Martin Sismith. Other names that have taken this road may not be as famous — they simply run the place, such as Tony Hall in charge of BBC's News and Current Affairs, or Nigel Chapman, head of the BBC in the Midlands. And it is not just at the BBC that alumni of the news trainee scheme have prospered: the editor of *The Times*, Peter Stothard, was also a BBC trainee.

Look again at that list. It's a PC nightmare: white, male, and mainly Oxbridge. Of course, the BBC is a changed place these days. It has embraced the full range of equal opportunity ideas: targets, monitoring, seminars on portrayal, fair selection courses. But does that make any difference on the front line? We were simply in the business of selecting the best eight candidates out of the 24 we interviewed over three hot days in July. Would the candidates be any different? Would we be?

The 24 had already seen off almost a thousand other hopefuls. Letters written by some of the applicants re-

This was just one of the questions put to aspiring BBC news trainees. Samir Shah explains how eight were finally picked from thousands for the class of '94

vealed them to be two sentences short of a paragraph. Many were defeated by a fiendish combination of written tests (sample who is the most 'federalist' of Belgians?) and/or preliminary interviews. The ones we finally saw were the best of the best.

The interviews all took the same form. Around 45 minutes long and topped and tailed by those awkward but effective questions loved by personnel officers: why do you want the job? What are your strengths and weaknesses? Kicking off with television, the questions concentrated on comparisons with ITN. Was there any difference? Tabloid versus broadsheet: sensationalist versus sober; light versus serious; people-led versus issue-led. But the running stories of the week were the abduction and finding of Abbie Humphries and an African refugee crisis. The plight of one English child set against the tragedy of a

thousand far-away children. The two stories fell cleanly either side of the divide in news values perceived by our candidates between the BBC news and ITN. So no real problem should have faced them when asked which story to run first, and the length each should occupy.

But then again, the Abbie Humphries story was compelling. The nation's attention. Hoist by their own Manchester analysis, they searched our eyes for which way to go.

It was the next question, though, that began to sift those who were trying to figure out what we wanted to hear rather than developing their own ideas. At the time of the interviews, Mark Tully had just publicly resigned from the BBC to speak out about the organisation and its management. Did they want to work for such an organisation? Was

Mark Tully really a loss to the BBC? The answer was not "Mark who?". What impressed were those with a clear view on the issue who held to it.

Independence of thought was a characteristic of our successful applicants. But unmasking candidates just good at "performance" by testing their depth of knowledge and imagination was the purpose of our next line of inquiry. Candidates were asked to think through the main elements of a five-minute news report following the sudden announcement of the death of a well-known figure. Normally, octogenarian politicians are picked. This time we occasionally went for people in the arts. The play did its job: some mistook Tom Stoppard for Ayckbourn or Pinter.

Coming to the finish, there was clear water between the front group and the rest. Finally, I either took a proposition they had argued for and

argued against it, or I asked them to lay out the main elements of the Korean story. Or I asked them to name three winners and losers in the impending Cabinet shuffle. Or I asked all three.

One candidate had sailed through the previous questions. Confident, articulate, assured. It was time for a bit of white-water rafting. The reshuffle? Every one right. Korea? Soon she was explaining the roots of the economic crisis facing North Korea and sure-footedly moving between one Kim and the next. An argument? She held her own. How old? Twenty-four. The 45 minutes had flown by — another characteristic of successful candidates.

At the end of the three days, we had to pick our eight. In front of us were Polaroid snaps of each one. As usual, the best and the worst were easy to identify. It became more difficult as we got down to a dozen. Their test results were brought out to help. In the event, and after several cups of coffee, we agreed unanimously on our eight.

But did we do a better job of reflecting the make-up of British society? Well, out of eight,

four were women. Ethnicity? Not bad — two were Asian, but, alas, no Afro-Caribbeans. Oxbridge? Ah, you remember. Well, six out of our eight were Oxbridge graduates (and all in arts subjects, to boot), although three had been educated at grammar or comprehensive schools. The other two were from UMIST (University of Manchester Institute of Science and Technology) and Bristol University.

The News Trainee Class of '94 are in many ways a more balanced group than in years gone by. But it has to be said that in this case, Oxbridge still delivered.

● The author is head of political programmes for BBC News and Current Affairs

MARKETING AND SALES AWARDS

Selling your skills

THE SEARCH is on for the nation's best marketing and salespeople. Nominations are being sought for the British European Sales and Marketing Awards, with two awards — for best media and best marketing campaigns — sponsored by *The Times*.

The awards, now in their second year, come amid signs that skills will once again be at a premium. The awards, organised on behalf of the Institute of Sales and Marketing Management (ISMM), are designed to promote the excellence that companies now seek.

In addition to *The Times* Media and Marketing Awards, the Laurentian Group is sponsoring an award for professional selling, and TACK Training International are sponsoring an award for effectiveness in sales and sales management training. There are additional awards for small business sales effectiveness, for sales success in Europe, and for outstanding individual achievement. Winners will be announced at the forthcoming ISMM Successful Selling Conference and Exhibition.

For details of the BESMA awards, ring Sheelagh Sheridan on 071-637 2291. For details of the Successful Selling conference, ring Keith Williams on 0582 411130.

The BBC is profiting by selling series formats abroad

Have I got a show for you!

The BBC has this week published its first catalogue of do-it-yourself programme kits, enabling overseas broadcasters to make versions of hit shows such as *Casualty* and *A Question of Sport*, using the corporation's original formats.

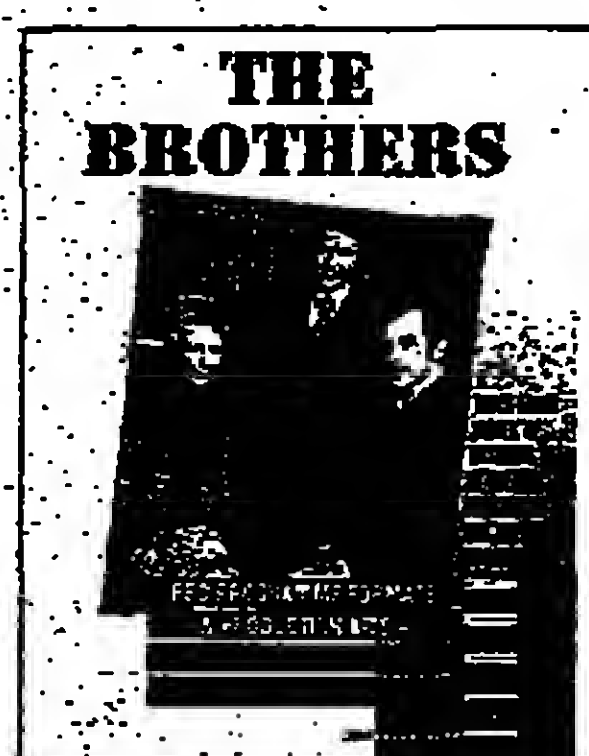
Each of the 60 programme formats in the new catalogue comes with an inch-thick instruction book, containing scripts, character descriptions and sets, directions on camera angles and lighting.

The catalogue was released on Monday at the Mipcom international television programme market in Cannes. The five-day event is expected to attract 3,000 delegates from 2,000 media organisations in 85 countries, and the corporation hopes to raise between £7 million and £8 million through format and programme sales.

Colin Jarvis, the head of BBC Worldwide Television Format Licensing, says that though the market has been thriving this is the corporation's first fully co-ordinated marketing drive in the field.

British broadcasters have been importing the formats for years, but the mushrooming of cable and satellite television stations is creating opportunities for Britain's producers to sell on their own terms. *The Generation Game*, Bruce Forsyth's family entertainment show, is already being reproduced in Slovenia with a local presenter and Esther Rantzen's *Thames Life* is being remade in The Netherlands as *Ook Dat Nog!*

The demand among fledgling broadcasters for long-running series is expanding beyond game and quiz shows to drama and magazine formats. The German broadcaster RTL is already filming a "cover version" of the first two series of the BBC drama *Casualty*, set in a hospital near Munich, with German actors working from translated scripts. *EastEnders* is being remade in Holland and *Sorry!*, the 1981 Ronnie Corbett sitcom, is under option to another Dutch broadcaster.



The Brothers: going Dutch despite the clothes?

exploit popular dramas that would normally have passed their sell-by date because the fashions worn by actors in them look outdated. All 100 episodes of *The Brothers*, the BBC's 1972 saga about the sons, widow and former mistress of the late owner of a road-haulage firm, are under option to a Dutch broadcaster.

The new formats catalogue also gives the BBC a chance to recoup some investment in shows that sank in Britain. How many viewers can recall *You Must Be the Husband*, a 1987 sitcom with Tim Brooke-Taylor as a wimp and Diane Keen as his bestselling author wife? For some reason, it appears in the catalogue's "comedy" section.

Soap addicts rely on video

VIDEO viewing frequently accounts for more than 10 per cent of the audience of any one television programme, *Alexandra Fearn* writes.

This week's Times television ratings chart compares live and "timeshift" audiences. Timeshift viewers are defined as those who play back video recordings of broadcast material within seven days.

The two programmes with the highest proportion of video viewing are the BBC1

situation comedy *Birds of a Feather* and BBC Wales's *The Healer*, a drama about a doctor with miraculous powers, where timeshift viewers accounted for 12 and 11.4 per cent of the respective total audiences of 7.5 and 6.1 million.

Competitive scheduling by BBC1 and ITV at the beginning of the season accounts for these high timeshift results. *Birds of a Feather* was screened against Yorkshire Television's popular rural police drama *Heartbeat*,

which ranks four in the live viewing chart and attracted a total of 14 million viewers. *The Healer* played head to head with Central's *Soldier Soldier*, which was ranked nine by live viewers and attracted an overall audience of 12.2 million.

The Friday edition of Granada's *Coronation Street* scored the highest video audience, with 1.1 million timeshift viewers, showing just how important the VCR has become in the life of the soap addict.

TIMES TOP 20: VIDEO VIEWING & LIVE VIEWING									
September 19 to 25, 1994									
Video Viewing									
Programme	Day	Time	Chan	Producer	Genre	Audience: Millions	Video	Live	
1. <i>Coronation Street</i>	Fri	19.29	ITV	Granada TV	Soap	1.1	15.5		
2. <i>Soldier Soldier</i>	Tue	21.01	ITV	Central TV	Drama Series	0.9	12.2		
3. <i>Casualty</i>	Sat	19.29	BBC1	BBC	Drama Series	0.9	13.4		
4. <i>Birds of a Feather</i>	Sun	19.29	BBC1	Alnone Productions	Shoos	0.9	7.3		
5. <i>Heartbeat</i>	Sun	19.29	ITV	Yorkshire TV	Drama Series	0.8	14.0		
6. <i>An Innocent Man</i>	Thu	22.45	ITV	Touchstone	Film	0.8	8.8		
7. <i>You've Been Framed</i>	Sun	21.30	ITV	Granada TV	Family Show	0.7	14.5		
8. <i>The Healer</i>	Tue	21.32	BBC1	BBC Wales	Drama Serial	0.7	8.1		
9. <i>Soldier Soldier</i>	Mon	20.02	BBC1	BBC	Soap	0.7	11.0		
10. <i>Blue and Two</i>	Thu	20.21	ITV	Zentix North	Documentary	0.6	8.7		
Live Viewing									
1. <i>Coronation Street</i>	Mon	19.29	ITV	Granada TV	Soap	0.9	16.8		
2. <i>You've Been Framed</i>	Sun	20.30	ITV	Granada TV	Family Show	0.7	14.6		
3. <i>London's Burning</i>	Sun	21.02	ITV	LWT	Drama Series	0.6	14.3		
4. <i>Heartbeat</i>	Sun	19.29	ITV	Yorkshire TV	Drama Series	0.8	14.0		
5. <i>EastEnders</i>	Tue	19.31	BBC1	BBC	Soap	0.8	13.9		
6. <i>The Bill</i>	Tue	19.39	ITV	Thames TV	Drama Series	0.7	13.5		
7. <i>Casualty</i>	Sat	19.29	BBC1	BBC	Drama Series	0.9	13.4		
8. <i>Series 11 Lucky</i>	Tue	20.29	ITV	Thames TV	Game Show	0.3	12.9		
9. <i>Soldier Soldier</i>	Tue	21.01	ITV	Central TV	Drama Series	0.9	12.2		
10. <i>21st Century Children</i>	Mon	20.30	BBC1	BBC	Shoos	0.3	11.5		

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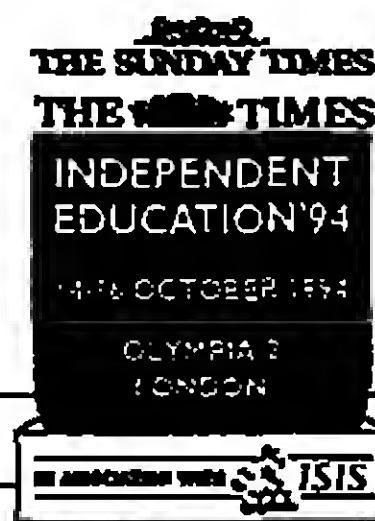
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LAURENTIAN MILDON

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NEWS

Lamont splits Tories over Europe

■ The Conservative party's uneasy truce on Europe was shattered after Norman Lamont raised the prospect of Britain leaving the European Union and prompted a fresh outbreak of infighting between rival Tory factions.

The former Chancellor accused John Major of deceiving the public into thinking that the European argument was going Britain's way and of "wishful thinking" over the European single currency. Pages 1, 10-12

Frail Thatcher under strain

■ Delegates were shocked by the gaunt appearance of Baroness Thatcher when she appeared on the platform. Lady Thatcher, under strain because of the controversy over the role of her son Mark in the Saudi Arabian arms deal, looked frail and tired. Page 1

Iraq pulls back

Iraq has begun shifting its troops near the Kuwait border from combat positions but President Clinton's rapid build-up of US forces continued. Pages 1, 13

Booker 'disgrace'

In a decision described as "a disgrace" by one of the judges, James Kelman's novel *How late it is, how late*, the text of which is littered with expletives, has won the Booker Prize. Page 1, 2

Expensive education

A group of boarding schools has broken the £4,000-a-term fees barrier despite efforts to restrict increases. Page 1

Reynolds warning

Albert Reynolds, the Irish Prime Minister, told John Major that the Ulster peace process could be endangered if the British Government fails to respond to the IRA ceasefire. Page 2

Treehouse row

A treehouse designed by a father to provide his son and daughter with memories of carefree days became the subject of a public inquiry after officials demanded that it come down. Page 3

English challenge

The head of a leading state school accused an examination board of incompetence as it emerged that marking standards in English had been challenged successfully two years in a row. Page 5

War and peace on Nobel committee

■ A Norwegian member of the Nobel committee has threatened to resign if the Peace prize is awarded, as expected, to Yitzhak Rabin, the Israeli Prime Minister, and Yasser Arafat, the chairman of the Palestine Liberation Organisation. Kaare Kristiansen was reported to consider that Mr Arafat's involvement in terrorism disqualified him. Page 15

Mother murdered

A mother was found stabbed to death in her home in Lincoln after she returned from taking her seven-year-old daughter to school. Page 3

Saved from cancer

Up to 2,000 lives a year are being saved by the cervical screening programme that is testing twice as many women as five years ago, specialists said. Page 6

Complaints soar

The cost of compensating victims of dishonest solicitors is expected to reach a record of nearly £30 million by the end of this year as the number of complaints against the profession soars. Page 8

'Selling' cathedrals

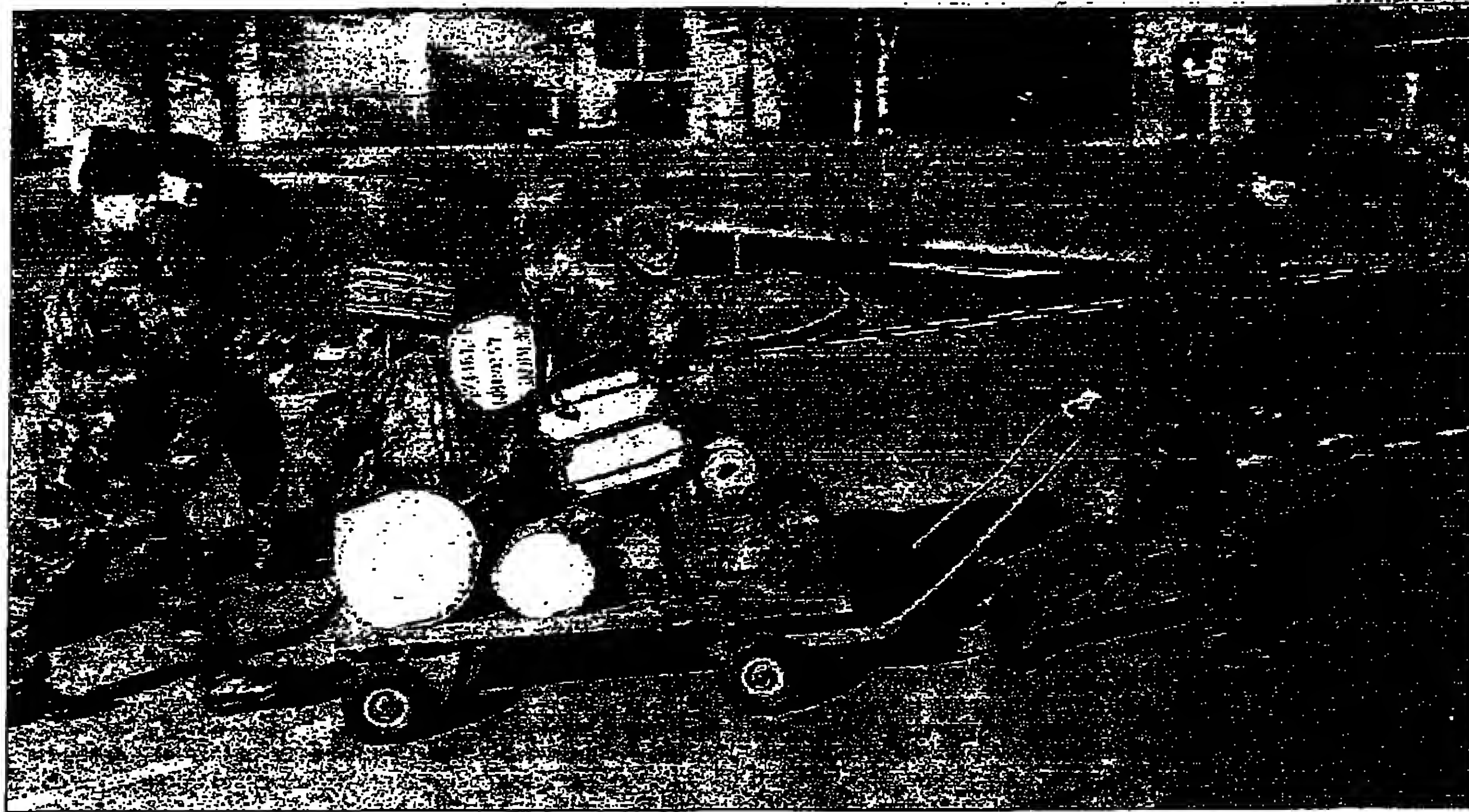
Cathedrals need to be more "professional" in attracting visitors and selling themselves, said the Archbishops' Commission on Cathedrals. Page 9

Rouble collapse

Russia's finance chiefs held emergency talks to halt the collapse of the rouble after the Russian currency dropped more than 20 per cent against the American dollar. Page 14

Green light

Gregor Gysi, leader of Germany's Party of Democratic Socialism, the former Communists, promised his support for a Red-Green minority government in Bonn. Page 14



Marines loading their equipment before setting out for Kuwait from their base, HMS Condor, at Arbroath. Pages 1 and 13

BUSINESS

Estate agents: Nationwide, Britain's second largest building society, sold its loss making estate agency arm of 300 shops to Hambro Countrywide for £1. Page 25

Lloyds: Fifty aircraft have been grounded and hundreds of thousands of pounds in premiums seized in a drug-smuggling investigation involving US agents, HM Customs and Lloyds. Page 25

Economy: A depressing picture of the housing market was painted by Barclays, which published figures showing mortgage lending last month fell 7 per cent. Page 25

Markets: The FT-SE 100 rose 40.7 to 3073.0. Sterling's index fell from 80.2 to 80.1 after a fall from \$1.543 to \$1.515 and from DM2.448 to DM2.445. Page 28

SPORT

Football: Matthew Le Tissier, Robert Lee and Ian Wright have been included in the England side to play Romania at Wembley tonight. Page 48

Rugby union: Wales need to beat a bullish Italy at Cardiff Arms Park to reach the World Cup in South Africa as the leading European qualifier. Page 43

Tennis: Britain have been drawn away to Slovakia in their first match in the Euro-African zone group two of the Davis Cup, their lowest standing in the competition. Page 48

Asian Games: There were five false starts and accusations of fixing in the final of the men's 100 metres, won by Mansoor Talal al-Rahim, of Qatar. Page 44

FEATURES

Booker Prize: "Few novels which set out to be serious are really good." John Bayley on the Booker Prize. Page 16

Well-cooked: Trevor Grove tastes the teaching at True Leith's class for advanced chefs. Page 16

MEDIA

BBC interviews: "Independence of thought was a characteristic of our successful applicants." Samir Shah on how eight 1994 BBC news trainees were chosen out of thousands of candidates. Page 23

FASHION

Young blood: Several new-generation designers have brought a freshness to London Fashion Week. Page 17

TOMORROW

IN THE TIMES
■ SCREEN QUEEN
The Adventures of Priscilla, Queen of the Desert (left) and other new cinema releases

■ LIFE OF DORIS
On the books page:
Under My Skin, the first part of Doris Lessing's autobiography

When Paul Taylor is not catching rats for a London council he is stalking fascists as a stalwart of the Anti-Nazi League. He lets us in on his double life in *Video Diaries* (BBC2, 9.30pm). Page 47

The Lamont challenge

On the domestic political front, Mr Major is much closer now to the European concerns of British voters than is Tony Blair, whose policies about not being left behind in Europe are those of many Christians past. Page 19

Examining examiners

If schools are to be publicly accountable for their examination results, then the boards who hand out those results must also be open to scrutiny both for their procedure and their values. Page 19

Bookmanism

This year Booker has honoured its various traditions and funny little ways, as it usually manages to. It is in some danger of becoming a national institution. Page 19

SIMON JENKINS

John Major should take a leaf from Tony Blair's book and should drop Clause Four from the Tory Government's constitution. Page 18

ANTHONY SAMPSON

Doctor's orders: New productions include a revival of Jules Verne's 1920s black comedy *Dr Knock*, about the doctor who made people feel a lot worse. Page 36

PETER RIDDELL

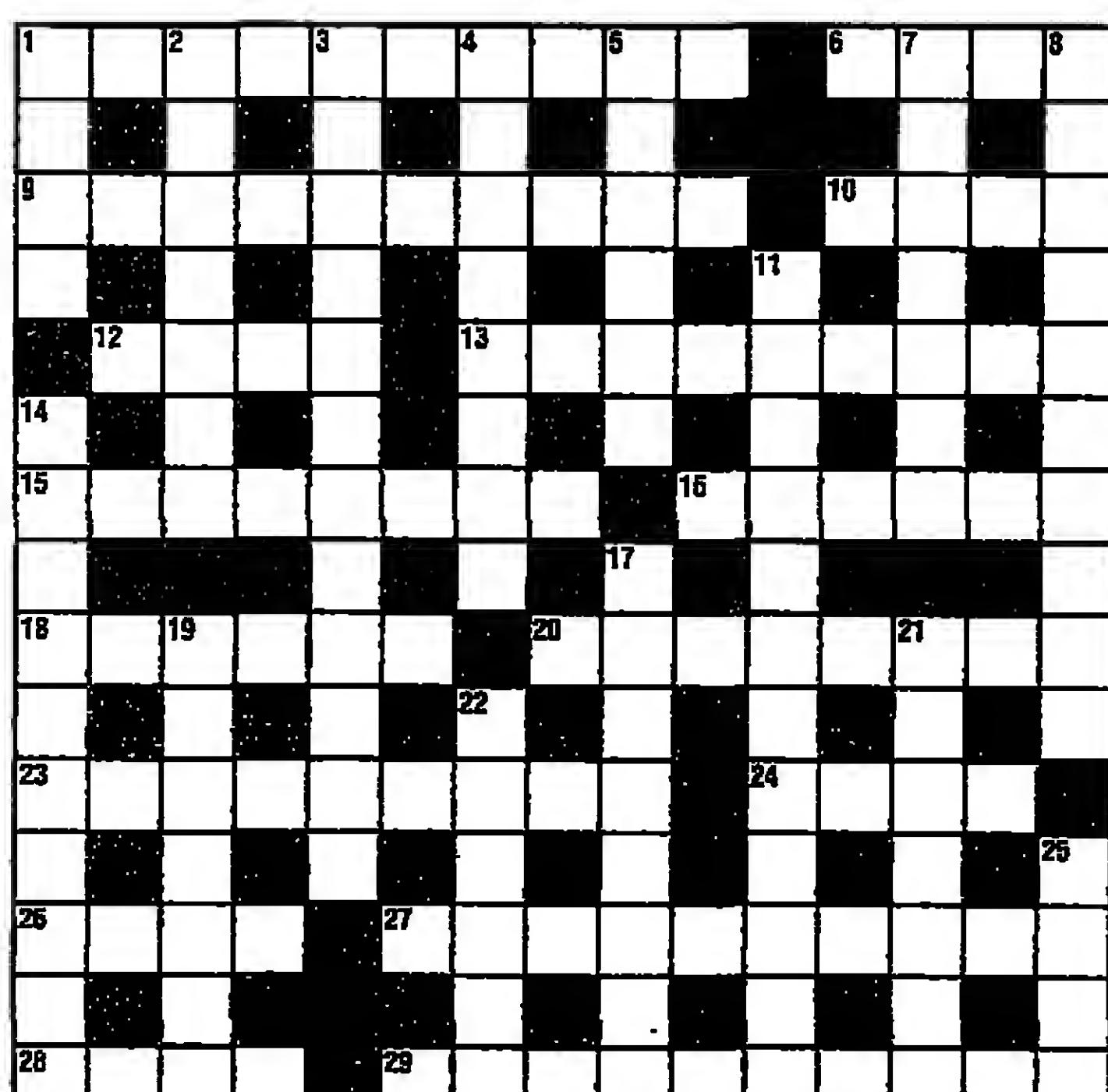
Figaro about: Glyndebourne Touring Opera launches its season with *The Barber of Seville*. Page 37

Nanci in concert: Folk-country singer Nanci Griffith impressed an Albert Hall audience. Page 35

Chaim Raphael, historian, crime writer and former Treasury spokesman; Diana Chelchik, actress; Mark Lambert, aviator and aerospace journalist; Canon Dudley Hodges, former Precentor of Lichfield Cathedral. Page 21

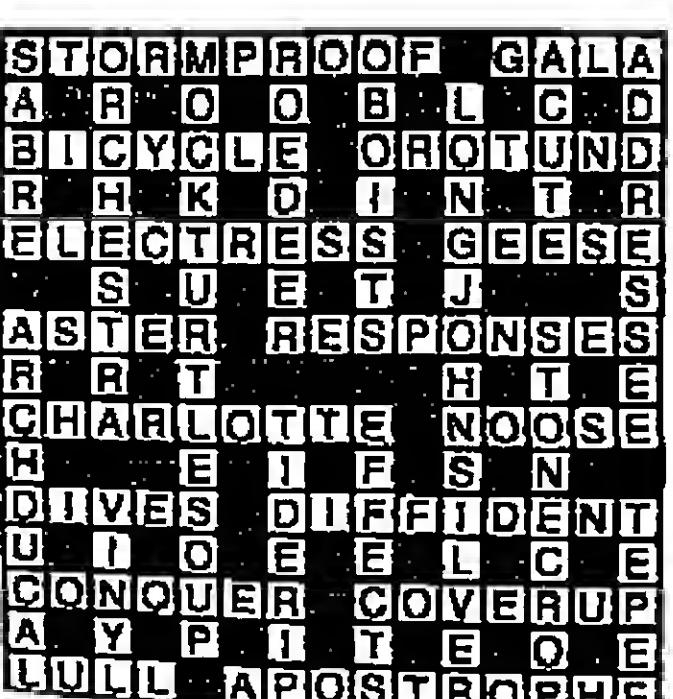
Hard times facing grassroots Tories: interviewing judges: fears on measles vaccinations. Page 19

THE TIMES CROSSWORD NO 19,671



- ACROSS
- Expert involved in case study as girl put on weight (10)
 - Extremities of trout visible in river (4)
 - Times given quite enough warning in advance, say (3,7)
 - Something available from shelf in office (4)
 - Playwright's part in *The Merry Wives of Windsor* (4)
 - Defender in a game getting essential point (9)
 - Misbehaving person state's put inside (8)
 - Careless playing in part could result in this (6)
 - Result of injury to, say, Ben Battle (6)
 - Man near rook said to disturb the bird (8)
 - A relation of 25 in an obscure way (9)
 - Polish friend of Chopin (4)
- DOWN
- Facility provided in great setting (4)
 - A poet I found acceptable without any evidence (1,6)
 - You may see job used in these (5,7)
 - Acted in violent fashion to swindle the elderly (8)
 - In a period of prosperity pound is flourishing (6)
 - Support for flower power? (7)
 - Drinks party creates a little work (5,5)
 - Press crew covering the country (6,6)
 - Aggressive kick that leaves receiver facing a charge (2-3,5)
 - Editor held up by sticky problem in newspaper section (4,4)
 - Painter not so well taught at first (7)
 - Bloomer in second of March issue over new writer, say (7)
 - Duke's about to hide at home (6)
 - King Edward (4)

Solution to Puzzle No 19,670



This puzzle was solved within 30 minutes by 15 of the 21 competitors in the 1994 National Final of The Times Knockout Crossword Championship.

TIMES WEATHERCALL

For the latest region by region forecast, 24 hours a day, dial 0881 500 followed by the appropriate code:

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East Midlands	706
North East	707
North West	708
Yorkshire & Lancashire	709
Shropshire & Wales	710
Central Scotland	711
East Scotland	712
London & Home Counties	713
East of England	714
West of England	715
North of England	716
South of England	717
Central Scotland	718
East Scotland	719
London & Home Counties	720
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North of England	793
South of England	794
Central Scotland	795
East Scotland	796
London & Home Counties	797
East of England	798
West of England	799
North of England	800

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North of England	735
South of England	736
Central Scotland	737
East Scotland	738
London & Home Counties	739
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London & Home Counties	795
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North of England	798
South of England	799
Central Scotland	800

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HIGHEST & LOWEST

Monday, Highest day temp: Colwyn Bay, North Wales, 20.0 (59F); lowest day temp: Cape Wrath, Highland, 13C (55F); highest night temp: no appreciable rainfall; highest sunshine: Anglesey, North Wales, 3.8h.

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FORECAST

□ General: overnight mist and fog will clear very gradually during the morning in England and Wales and may linger into the early afternoon, especially across southern counties. Once the fog has cleared, most parts will be dry and fine with some sun. Northeast England is likely to remain cloudy for most of the day.

□ Northern Scotland will be cloudy for much of the day with occasional drizzle in some areas. The rest of Scotland and Northern Ireland, after early mist and fog, should be dry with some sun. Temperatures will be close to the average for mid-October, although where any fog lingers it will feel cold.

□ London, Central S, Central N, S, E, NW England, E Anglia, E, W Midlands, Channel Isles, Wales: mist and fog will clear slowly. Then

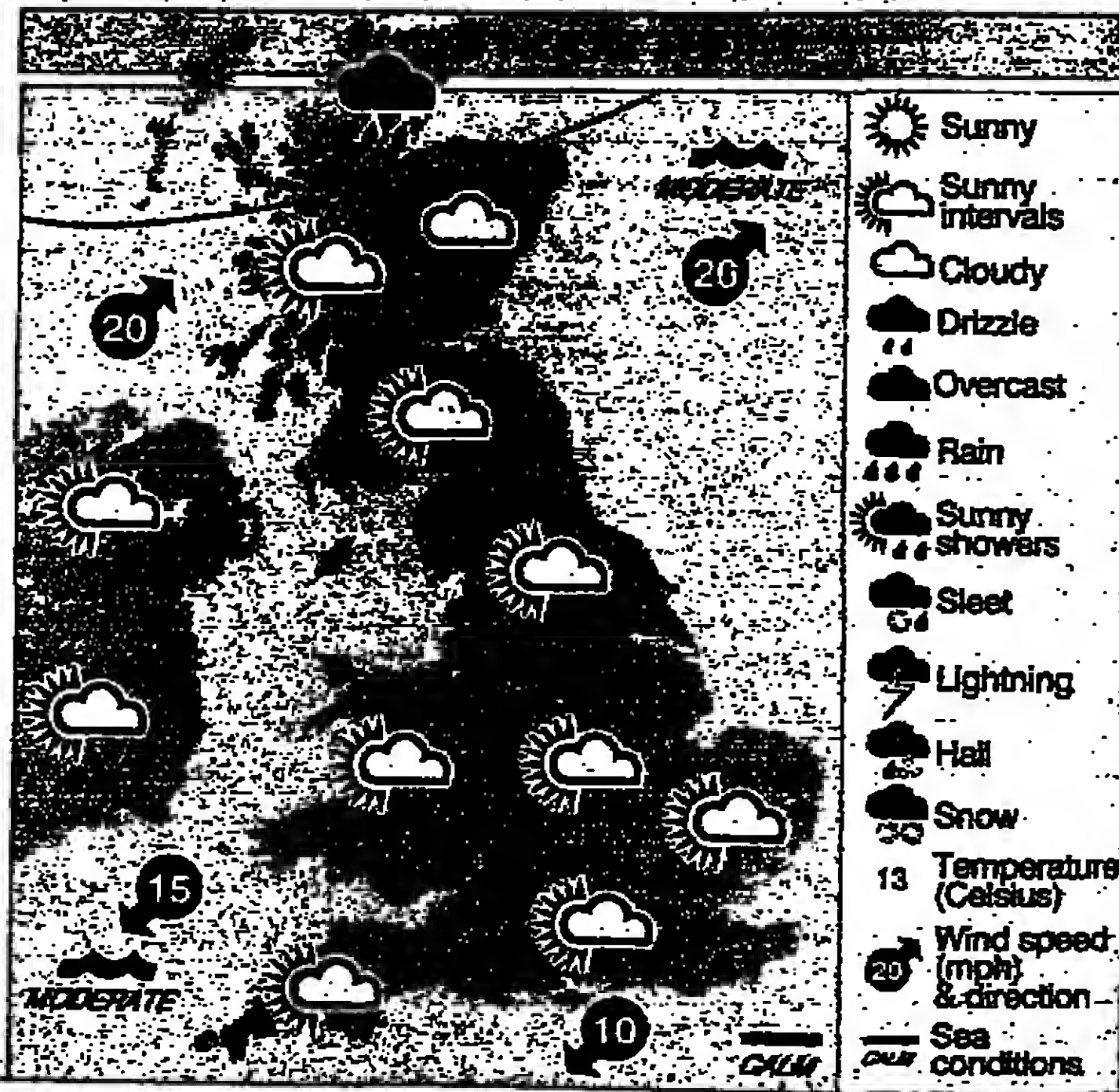
dry with some sun. Wind northeast light. Max 18C (64F), but 12C (54F) where fog lingers.

□ Lake District, Isle of Man, N E England, Borders, Edinburgh & Dundee, Aberdeen, S W Scotland, Glasgow, Central Highlands, Argyll, N Ireland: mist and fog will clear for a dry day with sunny intervals. Wind light and variable. Max 16C (61F).

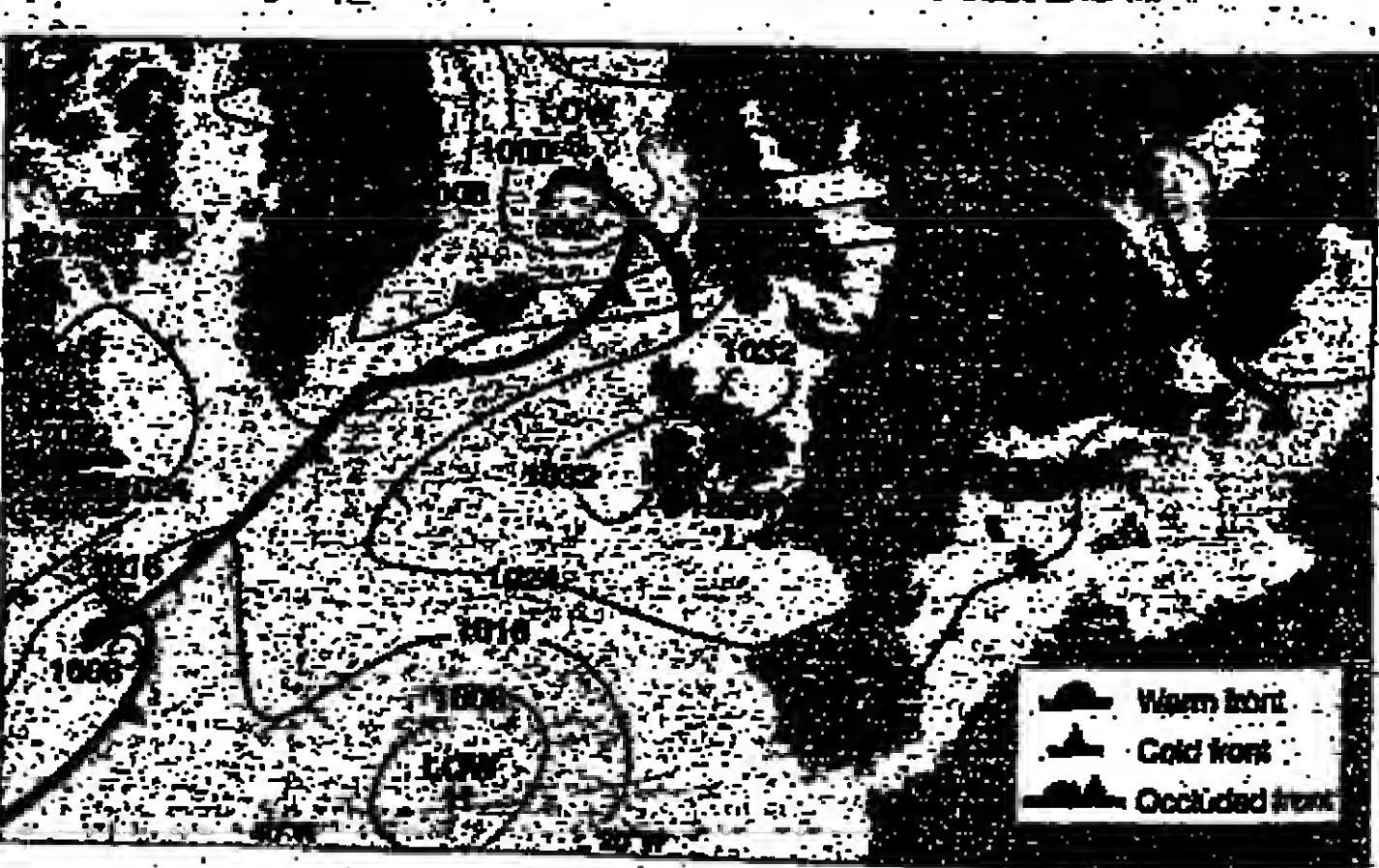
□ Moray Firth, N E NW Scotland: cloudy with drizzle. Wind west to southwest moderate to fresh. Max 13C (55F).

□ Orkney, Shetland: cloudy with drizzle. Wind west to southwest, fresh to strong. Max 11C (52F).

□ Outlook for Thursday and Friday: much of the country will stay dry and fine but any overnight mist and fog will clear slowly by day.



Changes to chart below from noon: high L and low H will remain stationary with little change in pressure; low S will move east and fill.



Changes to chart below from noon: high L and low H will remain stationary with little change in pressure; low S will move east and fill.

Today	AM	HT	PM	HT	Today	AM	HT	PM	HT
London Bridge	8.58	4.2	7.07	6.1	Liverpool	4.20	7.8	4.50	7.9
Aberdeen	8.58	3.7	7.16	6.1	Lowestoft	1.59	2.3	3.27	2.5
Avonmouth	4.27	3.0	12.18	10.4	Margate	1.59	4.2	3.30	2.5
Cardiff	4.27	3.0	12.01	10.4	Milford Haven	1.59	4.2	3.30	2.5
Doverport	10.57	4.7	11.48	4.4	Newquay	1.59	4.2	3.30	2.5
Dunfermline	4.02	4.5	11.16	4.2	Oban	10.32	5.8	11.13	4.5
Falmouth	10.27	4.5	11.16	4.2	Peterhead	10.13	4.7	11.05	4.4
Glasgow	5.22	4.4	5.51	4.5	Portsmouth	11.32	1.6	4.48	4.0
Harwich	4.32	4.4	5.51	4.5	Southampton	4.25	4.2	4.48	4.0
Holyhead	3.32	4.7	2.00	4.8	Swansea	3.55	4.0	4.25	3.9
Hull	11.37	5.17	11.25	6.27	Torquay	11.32	7.9	4.8	5.1
Inverness	11.11	7.25	11.49	7.14	Wexford	8.13	4.8	5.1	4.5
King's Lynn	11.57	4.8	8.25	4.8	Wilton-on-Avon	4.25	3.7	5.14	4.8
Leith	8.00	4.8	8.25	4.8					

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Sun. rise: 7.19 am. Sun. set: 6.15 pm. Moon rise: 2.59 pm. Moon set: 11.58 pm.

London 8.15 pm to 7.21 am. Bristol 8.24 pm to 7.30 am. Edinburgh 8.21 pm to 7.28 am. Manchester 8.20 pm to 7.32 am. Newcastle 8.20 pm to 7.41 am.

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The new face of rock charity, ten years after Geldof

FOCUS 38, 39

Aiming for quality in British industry

SPORT 42-48

Herbert comes to crossroads in his Formula One career

TELEVISION
AND
RADIO
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THE TIMES

BUSINESS EDITOR Lindsay Cook

WEDNESDAY OCTOBER 12 1994

Nationwide estate agency sold for £1

By ROBERT MILLER

NATIONWIDE, Britain's second-largest building society, yesterday sold its loss-making estate agency arm of 300 shops to Hambro Countrywide for just £1.

Since 1987, when Nationwide started to acquire its estate agency business piecemeal, the society has lost £200 million. Guardian, the life company, which had a stake in the society's estate agency chain, is understood to have sustained losses of up to £50 million.

But the joint losses are still short of the estimated £340 million the Prudential wrote off after its foray into estate agency. The Pru bailed out in 1991, selling the business to four different companies, including the Woolwich Building Society, for £30 million.

Brian Davis, Nationwide chief executive, said: "We've learnt some lessons from the whole exercise. Perhaps with hindsight the most valuable thing to have learnt is that if you try to cope with both house sales and personal finance you are stretching the management too far. We have

The society's surveying business is also being sold to Hambro Countrywide for £12 million. This will be paid for by the issuing of 24 million shares at 50p a share

clearly identified that financial services, including mortgages, is what we are good at and we can be more effective by concentrating on that."

As part of the disposal deal, Nationwide is also selling its surveying business to Hambro Countrywide for £12 million. Nationwide will, in future, receive the mortgage business generated through the expanded Hambro Countrywide chain of agents and in turn Hambro will receive all of the society's surveying work.

In addition to the estate agency and surveying business, Hambro Countrywide is also buying the fleet of company cars belonging to both businesses. Again the nominal price for each fleet is just £1, giving Hambro more than 900 cars for £2.

Nationwide generated £250 million worth of mortgage business a year through estate

agency and under the new agreement with the enlarged Hambro Countrywide chain, it says "a substantial increase is anticipated".

In the financial year to March 31, Nationwide's estate agency chain made a loss of £13.86 million, after interest payments, including £3.05 million to the society itself, on a turnover of £37.45 million.

To pay for the surveying business, Hambro Countrywide, which will become the largest estate agency network in the country with 750 branches, is to issue 24 million new ordinary shares to Nationwide at a price of 50p each.

Approval for the deal is required by Hambro Countrywide shareholders and circulars were posted to them yesterday with details of an extraordinary general meeting to be held on October 28. The shares rose 3p to 42p.

Christopher Sporborg,

chairman of Hambro Countrywide, said: "The estate agency business is all about local entrepreneurs, it is not about fighting with monopolistic organisations and head office accountants. If you take away the individualistic approach I think you fail to understand the business and a lot of institutions did just that."

Mr Sporborg added further acquisitions could not be ruled out in areas where the company was under-represented. These include Leicester, "bits" of Yorkshire and Edinburgh.

Commenting on the Nationwide disposal, John Franklin of Morgan Grenfell, the merchant bank, said: "I'm not at all surprised. There has been a fundamental change in the housing market and people no longer feel they have to rush out every five minutes to move house. Naturally this has led to a substantial drop in transactions. In future I think the estate agency market will be run by large specialist groups like Hambro Countrywide or by very small local businesses."

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Big players bale out, page 29

Rewards to catch software thieves

By JON ASHWORTH

EMPLOYEES are to be offered rewards of up to £2,500 if they report their companies for using illegally copied software.

Operation Software, an initiative to break the back of one of the world's fastest growing illicit industries is under way. Software theft — the illegal copying of other people's computer programs, not dissimilar to home taping of records and CDs — cost the UK business software industry about £333 million last year. The Business Software Alliance (BSA), a global organisation whose members include Microsoft, is determined to stamp it out.

The BSA is willing to pay rewards for information leading to successful legal actions against UK organisations found to be using illegally copied software. Calls to a Software CrimeLine will trigger a series of checks on the company in question. Surprise raids and prosecution may follow.

The European software industry is estimated to have lost more than £32 billion to piracy last year. In Asia, losses totalled £2.6 billion, while in North America they reached almost £1.6 billion. Worldwide, losses exceeded £8 billion.

Anyone who reports theft of intellectual property stands to receive up to 10 per cent of any settlement awarded to the plaintiffs. Companies to be searched will learn the identity of the caller who provided the initial lead. The lines are open. The number is 0800 510510.

Mortgage lending off 7% in September, says Barclays

By PATRICIA TEHAN, BANKING CORRESPONDENT

A DEPRESSING picture of the UK housing market was painted yesterday by Barclays Bank, which published figures showing mortgage lending last month fell 7 per cent.

This gloomy assessment was supported by the Halifax, Britain's biggest building society, which said recovery in the housing market is "now very unlikely before next spring". Even then, a recovery will require an upturn in consumer confidence, "which is not helped" by speculation about higher interest rates.

Barclays' mortgage index showed home loan lending fell 7 per cent in September against August as a result of higher rates in April and rising fixed-term mortgage rates. The September figures do not take into account the rise in mortgage rates after last

month's increase in base rates to 5.75 per cent.

Garry Skelton, Barclays' head of mortgages, said the rise in rates is therefore "obviously going to put a further dampener on things". He added although house prices have fallen dramatically, there is still insufficient good news. He said: "People are not as confident as they need to be to start taking on commitments."

Activity in central and greater London was worst hit, with a 10.6 per cent fall in September over August. The South West was the only area in the country where activity increased — with lending up 5.6 per cent in September.

Despite the overall fall in activity in September, mortgage lending is still 9 per cent higher than it was a year ago. The index represents new

mortgage advances from a wide range of lenders, including Barclays, based on the volume of mortgage transactions flowing through the accounts of solicitors who bank with Barclays. The bank has a market share of about 30 per cent of all solicitors' accounts.

The Halifax's third-quarter house price index, published today, shows house prices have remained virtually unchanged since June, with the average price at £62,121. Over the 12 months to September, prices fell 0.7 per cent. Prices went up in Northern Ireland by a seasonally adjusted 9 per cent and in Scotland where they were 3.4 per cent higher.

The biggest drops were in Yorkshire and Humberside, where they fell by 3.1 per cent, and in the North, where prices declined 2.3 per cent.

Pentos deeper in the red

By SUSAN GILCHRIST

PENTOS, the Dillon's-ryman retail group, plunged deeper into the red in the first half as the new management team battled to clear the decks.

However, Bill McGrath, the chief executive, said the results marked the group's low point. There was a pre-tax loss of £36 million in the six months to July 2, compared with a £10.6 million loss the previous year. Sir Kit McMahon, the chairman, warned shareholders of substantial losses at the annual meeting in July.

However, many analysts were surprised by the £10.5 million of exceptional charges, which followed write-downs and one-off items totalling £56.5 million last year. Mr McGrath, who was brought in at the beginning of this year, said the company's financial condition had been worse than



McGrath: "low point"

originally thought. Sales initiatives were bearing fruit, but since these had been implemented after the £45 million rights issue in May, the benefits were not reflected in the first-half figures.

Heavy markdowns to clear

old stock pushed Dillons into loss, but Mr McGrath said the chain would be back in the black in the second half. It was "extremely well placed to prosper from the demise of the Net Book Agreement".

Rymans, the stationery chain, is likely to return to profit in the second half, after sharp reductions in prices.

Athena, the greeting cards business, remains a black spot. Twenty stores have been closed and more closures are planned next year. Mr McGrath said Athena was unlikely to return to profit until 1996.

He admitted that the group had breached one of its banking covenants, but said it retained the support of its bankers. Borrowings, which peaked at £64 million, now stand at £62 million.

Tempus, page 28



Lighting up: Hamish Bryce and team will be worth £6.5m

TLG set to switch on £225m

TLG, the holding company of the Thorn Lighting Group, is expected to be capitalised at about £225 million when its shares are floated on the stock market next month (Martin Barrow writes).

The company, bought by its management from Thorn EMI in summer 1993 for £172 million, said it was raising £77 million from the flotation to cut debt and increase financial flexibility. The management team, led by Hamish Bryce, executive chairman, will retain 3 per cent, worth about £6.5 million.

Investcorp, the Bahrain investment bank that controls 75 per cent of TLG, and Thorn EMI, which retained a 12 per cent stake, will be selling part of their shareholdings. Some of the new shares will be placed with institutions and the rest offered to the public. The share price will be announced on October 27.

Operating profits in the five months to August 31 were £6.1 million (£2.6 million) and in the year to March 31 were £20.4 million.

BA takes note of Tunnel threat

By MARIANNE CURPHEY

BRITISH Airways has admitted that it may have to cut back capacity on its routes from London to Paris when the Channel Tunnel opens to rail passenger traffic next month.

The airline, which claims it is seeing a record growth in business travel overall, says it could use smaller airlines if demand for the service was dented by the launch of the Eurostar service.

Robert Ayling, the BA group managing director, said: "I doubt we will remove planes from the service but the size of the planes may change. The advantage of the airline business is that it can respond flexibly."

Eurostar, the through-Tunnel rail passenger operator, has made no secret of the fact that it regards the airlines as its main competitors and is expected to set its fares accordingly.

When the service is up and running, more than 800 foot passengers will be able to board the train every hour at London's Waterloo Station and arrive in the centre of Paris or Brussels some three hours later.

At present, BA runs 24 flights daily between London and the two Paris airports of Charles de Gaulle and Orly.

The airline says it is difficult to predict what effect the rail service will have, but it could replace the current Boeing 767 service, which carries 250 passengers, with Boeing 757s which have 180 seats, Airbus A320s which have 145 seats, or even Boeing 737s which carry between 100 and 140 passengers.

Sir Colin Marshall, the BA chairman, said that some travellers on the London-Paris service were ticketed to change aircraft in Paris en route to other destinations and would not therefore be likely to switch to rail. He also claimed that the number of business-class travellers was now at "an all-time record".

BUSINESS TODAY

STOCK MARKET	
FT-SE 100	3073.0 (+40.7)
Yield	4.12%
FT-SE All share	1526.73 (+17.24)
Nikkei	19821.46 (+76.71)
New York	
Dow Jones	3968.06 (+46.76)
S&P Composite	465.74 (+5.70)

US RATE	
Federal Funds	4 1/8% (5 1/2%)
Long Bond	96 1/8% (7.51%)
Yield	7.84%

LONDON MONEY	
3-month Interbank	5 1/8% (5 1/4%)
Life long gilt	100% (100%)
Future (Dec)	100% (100%)

STERLING	
New York	1.5780* (1.5853)
London	1.5787 (1.5825)
DM	2.4421 (2.4531)
FF	6.3530 (6.3505)
SP	2.0592 (2.0515)
Yen	158.44 (158.28)
E Index	80.1 (80.2)

DOLLAR	
London	1.5494* (1.5448)
DM	5.2850* (5.2830)
SP	1.2904* (1.2829)
Yen	100.45* (100.38)
S Index	62.3 (62.4)

Tokyo close Yen 100.60

NORTH SEA OIL	
Brant 15-day (Nov)	\$16.60 (\$16.65)

GOLD	
London close	\$387.25 (\$386.85)

* denotes midday trading price

Wall St surge

Wall Street surged yesterday after record third-quarter earnings were announced by Motorola and strong results from Chrysler. At 2pm New York time, the Dow Jones industrial average had risen 54.16 points to 3,875.48.

Markets, page 28
Anthony Harris, page 29

Barings strong

Barings, the City merchant bank, demonstrated that there is still money to be made in global financial markets this year with a 54 per cent rise in first-half pre-tax profits to £54.8 million. Investment banks have been in the doldrums following profit warnings from SG Warburg and Hambros. Page 27

Lloyd's joins international drugs inquiry

By JON ASHWORTH

FIFTY aircraft have been grounded and hundreds of thousands of pounds in premiums seized in an international drug-smuggling investigation involving American federal agents, HM Customs and Excise, and underwriters at Lloyd's of London.

Customs officers, in a joint operation with the FBI, have obtained a High Court order freezing aircraft insurance premiums taken out by 17 Colombian and Panamanian air cargo companies and nine individuals at Lloyd's. It names 50 aircraft, including 13 Boeing

727s, one Boeing 707, one French Caravelle, and two Hercules C130 transports. Lloyd's has until the end of the month to identify the amount of premiums restrained.

The action is part of a massive anti-drugs operation codenamed "Golden Jet". The US authorities swooped on an alleged Colombian drugs baron on the island of Aruba, off the coast of Venezuela. Luis Carlos Herrera-Lizano is fighting attempts to have him extradited to America to face charges of narcotics importation and money laundering.

The indictment, which also names

eight other defendants and 17 corporations, describes the seizure of tons of cocaine valued at billions of dollars. It talks of the destruction of a mammoth cocaine processing factory in Colombia, and aircraft worth more than \$22 million.

Señor Herrera-Lizano was arrested in Aruba in June and was the subject of a five-hour extradition hearing, held under conditions of tight security on October 3. The Aruban judges hearing the American request are expected to issue an opinion by October 17.

The Colombian is alleged to be the primary owner and operator of two air

cargo companies which functioned as the "air wing" for the drugs cartels from as early as 1982. The "air wing" was allegedly responsible for transporting tons of narcotics out of the country for export to America.

Vast shipments of drugs feed a massive global money laundering industry. Jeffrey Robinson, author of the best-selling book *The Laundrymen*, said the scale of the problem is as big as ever. He said: "This is World War III. The only effective way of getting to the drugs barons is to follow the money. Get to the laundrymen, and look what you find."

مكتبة الامم المتحدة

Sinclair profits blossom

William Sinclair Holdings, the horticultural and petcare products supplier, said sales in both divisions were ahead of this time last year.

In the year to June 30, pre-tax profits rose to £4.17 million (£3.8 million). A final dividend of 5.45p a share makes 7.15p (7p).

Beckman dips

A Beckman, the textile and property group, is holding its final dividend at 2.38p a share, making a total of 3.58p (same). Taxable profit was £403,000 (£790,000) in the year to June 30.

Wescol soars

Taxable profits at Wescol, the steel fabrications company, were £260,000 (£30,000) in the year to July 31. The dividend for the year is 0.25p a share (nil).

Black ahead

A&C Black, the publisher, is paying an interim dividend of 4.25p a share (same) after pre-tax profits of £310,000 (£244,000) in the six months to June 30.

Shares halted

Stock market dealing in the shares of property company Watergrade International is suspended "pending clarification of its financial position" at the board's request.

TOURIST RATES

	Bank Buys	Bank Sells
Australia \$	2.28	2.08
Austria Sch	13.21	12.71
Belgium Fr	53.52	49.12
Canada \$	2.24	2.074
Cyprus Cyp£	0.779	0.728
Denmark Kr	10.18	9.39
Finland Mk	8.14	7.44
France Fr	8.95	8.15
Germany Dm	2.60	2.35
Greece Dr	388.00	384.00
Hong Kong \$	12.85	11.88
Ireland Pt	1.05	0.98
Italy Lit	2595.00	2480.00
Japan Yen	174.50	157.50
Malta	0.620	0.565
Netherlands Gld	2.890	2.800
Norway Kr	11.22	10.45
Portugal Esc	200.00	242.00
S Africa Rd	192	175
Spain Ptas	210.00	198.00
Sweden Kr	12.31	11.51
Switzerland Fr	2.18	2.00
Turkey Lira	REFR	51243.0
USA \$	1.680	1.550

Rates for small denomination bank notes only as supplied by Barclays Bank PLC. Different rates apply to travellers' cheques. Rates as at close of trading yesterday.



Miles Emley, left, and Brian Edwards, managing director, said the improvement in performance was continuing

Union wants European ruling in pensions case

By SARA MCCONNELL

UNISON, Britain's largest union, is to push for a ruling from the European Court of Justice on a pensions test case. The case relates to employees transferred from the public to the private sector as a result of compulsory competitive tendering.

Tomorrow, the union will ask an industrial tribunal in Sheffield to refer to Europe the case of Richard Doughty, a gravedigger/crematorium chargehand, who was employed by Rotherham borough council for seven years. In January, the borough's gravedigger and crematorium service was contracted

out to Brophy, now part of Thames Water, and Mr Doughty was transferred to that company. As an employee of the borough council, he had been in the local government pension scheme.

Although the Government advises private contractors that they should offer comparable pension schemes, they are not obliged to do so.

The EC's acquired rights directive excludes future pension rights. But Unison argues that the directive can be interpreted as suggesting that there is a duty to pay benefits in old age. It wants companies to be obliged to provide comparable

pensions. Public-sector employees usually have more generous pension schemes than their counterparts in the private sector, including index-linked pensions and more generous early retirement benefits.

Glyn Jenkins, Unison's senior superannuation officer, said companies' reluctance to match public-sector pension benefits was "a scandal".

Unison said that if Mr Doughty had stayed in the local government scheme until the age of 65, he could have tripled the benefits he had already earned before his transfer to the private sector. It

said: "This is typical of the loss that many are likely to suffer if companies are allowed to get away with not offering any pension provision for future service."

Alan Jinkinson, Unison's general secretary, said: "This is a test case... and we are prepared to push it to the hilt."

Brian Tranter, Brophy's managing director, said the company was defending the case at the Sheffield tribunal. Employees taken on this year after successful tenders for work previously done by public-sector organisations could join Thames Water's pension scheme.

LDV signs assembly pact in Poland

By ROSS TIEMAN
INDUSTRIAL CORRESPONDENT

LDV, the British van builder rescued by its managers from the collapsed Leyland DAF group, has signed up a Polish partner to assemble vehicles for an attack on eastern Europe markets. Under terms agreed yesterday with Andoria, a Polish engine manufacturer, LDV will export 1,000 van kits a year from its Birmingham plant for assembly in Andrychow, south-

ern Poland. The 400 series vans will be powered by an Andoria turbo-charged 2.5 litre diesel, through a new five-speed gearbox developed by Land Rover for its Discovery model. Andoria will distribute the vehicles through its Polish dealer network.

The agreement with Andoria, worth up to £20 million a year, is the first big export order for LDV since the management buyout 18 months ago. LDV has already rebuilt its United Kingdom sales with

remarkable success, lifting registrations in the first nine months of this year to 9,267 vehicles. Sales have risen 28 per cent, thanks to strong fleet orders, price cuts and improvements to the range. LDV is also in talks to create a new dealer network in France, Germany and the Benelux countries. A Spanish dealer has already ordered several hundred vans.

Pennington, page 27

St Ives earnings rise by a quarter

By MARTIN WALLER
DEPUTY CITY EDITOR

UNCERTAIN share and bond markets sent the workload at the financial printing division of St Ives, the specialist printer, plunging in June and July. But this did not prevent a 23 per cent rise in pre-tax profits, ahead of exceptional items, across the group in the latest financial year.

Miles Emley, the chairman, said the financial printing market, hit by the dearth of new issues and company cash-raising, had started to recover but was still not back to the high levels of business enjoyed a year ago.

Profits before exceptionals and tax rose from £22.1 million to £27.2 million in the 12 months to July 31, pushing up earnings per share from 15.15p to 18.46p. A final dividend of 4.5p makes a total up from 5.5p to 6.4p.

The pre-tax figure was depressed by the need, under current accounting principles, to take a £4.91 million exceptional item to cover goodwill previously written off on acquisition of two businesses sold during the year. The reported pre-tax figure of £22.3 million, therefore, was little changed on last time.

The figures exceeded City forecasts, sending the shares ahead by 10p to 32.5p. Mr Emley said the improvement had been sustained into the current financial year, though he remained cautious about the financial printing side.

St Ives's magazine publishing customers had seen improved advertising revenues and issue sizes during the year, boosting volumes and capacity utilisation.

Losses at the company's American magazine operations, £1.25 million in the previous year, were stemmed and the business turned in a £200,000 profit after returning to the black in the second half.

In the book market, the summer saw substantial de-stocking by big retailers. Mr Emley said that if the Net Book Agreement were abolished, the company would benefit, as print runs on bestsellers would be improved, though there could be some pressure on margins.

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City Diary, page 29

BUSINESS ROUNDUP

News Corp boosts preference terms

THE News Corporation, the media group led by Rupert Murdoch, is to improve the terms of its new class of restricted-voting preference shares, with the aim of raising their likely market value relative to existing ordinary shares. A new condition will ensure that the preference shares pay dividends at least a fifth higher than those on the ordinary stock. This will have no immediate effect, since the preference shares will initially pay 7.5 Australian cents in dividend, while the ordinary stock will still pay only 3 cents, but the preference dividends would rise were the ordinary dividend to rise above 6.25 cents.

A further condition, to be proposed as a change in articles of association, aims to protect holders of preference shares in the event of a takeover bid for News Corp, the ultimate owner of The Times. Ordinary shares acquired in such an offer would automatically convert into preference shares unless there were a fully comparable bid for the new preference stock.

N Brown raises payout

N BROWN Group, the mail order retailing company whose chairman is Sir David Alliance, said a return to more seasonal weather recently resulted in a recovery from a slow initial response to the autumn catalogue. The company is raising the interim dividend 20 per cent to 1.35p a share from an adjusted 1.125p, payable on January 5. This follows a rise in pre-tax profits to £10.8 million (£9 million) in the 26 weeks to February 27. Earnings rose to 4.97p a share (4.15p). Home shopping sales rose 15 per cent, with the number of people ordering from its catalogues rising by 8 per cent.

Changes at FR Group

FR GROUP, the aerospace engineering and specialist air services company, is getting a new chairman and a new name. After 26 years Michael Cobham intends to hand over the reins to Sir Michael Knight at the next annual meeting. Directors are also proposing to change the company's name to Cobham, honouring the present chairman and his father, Sir Alan, who between them have headed the business since its incorporation 60 years ago. FR Group reported a profits rise to £12.3 million (£10.5 million) before tax in the six months to the end of June. There is an increased 2.7p interim (2.46p).

Welpac losses increase

WELPAC, the hardware and DIY products distributor, which raised £2.7 million via a placing and open offer in April, slumped to an unexpected first-half pre-tax loss of £1.25 million (£138,000 loss). Welpac shares fell 3p to 14p, against the issue price of 25p. Over the six-month period, turnover from continuing operations fell 22 per cent to £7.88 million from £10 million. The company said the proceeds of the placing at the end of May corrected a lack of working capital but had no impact on sales until after July. The loss per share was 3.2p and the interim dividend is again passed.

Telegraph stake raised

HOLLINGER, the Canadian company controlled by Conrad Black, has spent £4.62 million buying shares in The Telegraph, publisher of The Daily Telegraph and The Sunday Telegraph. Mr Black also controls the newspapers. On Monday, Hollinger, through a subsidiary, bought 1.4 million shares at 330p. This follows Friday's announcement that the Canadian company intended to buy up to 6.8 million shares in The Telegraph at, or around, current market prices. The purchases lifted Hollinger's holding in the publishing group 1 per cent to 58 per cent.

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سكوا من الأصل

□ National Grid windfall is tempting for Chancellor □ Rouble threatens Russia's reform □ LDV in the van

Ripe for a Budget levy

INVESTORS in electricity distributors beware. Few Chancellor can pull in as much as £2 billion in extra revenue, cause no noticeable economic damage and pick up votes in the process. It would be too much to expect.

Next year's planned privatisation of the National Grid by the 12 regional electricity companies looks set to deliver the dictionary definition of a windfall gain. Smart minds in the electricity industry are already looking at how to minimise the tax due.

The Chancellor has an option beyond waiting to see how clever they prove. In footballing parlance, he can simply boot the ball down the other end into their goal mouth rather than attempting to dribble it through massed ranks of tax lawyers on the other side. The precedent is there; in 1981, Conservatives imposed a one-off levy on banks who were felt to be too profitable. In the 1970s, Labour decided oil companies were gaining too greatly from North Sea oil and brought in Petroleum Revenue Tax.

The political advantage is there to be grasped. Heavy taxes on the "greedy" electricity industry have all the populist appeal of longer jail sentences for joy-riders, but without the added cost of building more jails. Backbenchers and ministers are

equally embarrassed about the antics of the electricity bosses over pay and share options. Yet this summer, the companies were let off gently by the regulator, the man appointed to make their lives challenging. The appalling publicity has propelled unknown grey men from the former CEGB onto the front pages of the tabloids. And lest ministers have any qualms about breaking faith with millions more shareholders, they will know that the benefits of a levy on the Grid sale will be trumpeted by a rampant Labour opposition.

The excuse for a swingeing tax is there. The Grid, initially sold with an asset value of £1 billion as part of the underpriced sale of the 12 regional companies, has seen its value soar along with the rest of the industry. A low interest rate environment has emphasised the worth of high-yielding utilities. In electricity, hidden values are being revealed like a set of Russian dolls. The Grid's own Energis telecom network, launched last week, is already worth nearly as much as the value put on the Grid at

privatisation. Earlier this year an offer by America's AT&T to take a stake in Energis put a price tag of £600 million on the business. It was scuppered because one of the 12 insisted that valuation was too low.

Longstanding private shareholders who hope for an extra bonus from the Grid will understandably cry foul. But those unfortunate not to cash in this summer at three and a half times the privatisation price are still looking at a tripling of their investment. This hardly suggests serious rioting outside the Treasury on Budget Day if the Chancellor yields to temptation.

Madrid fallout hits Moscow

WHEN the Madrid meeting of the IMF broke up in confrontation between the North and South ten days ago, the arcane stalemate over special drawing rights (SDRs) was at least thought to have no great financial implications for the financial markets. But that ignored the financial markets of



Russia, the main loser from the impasse. Russia, along with other former members of the Soviet Union, failed to get the expected extension of their special facility. They also lost their share of the stalled distribution of SDRs. Indeed, developing countries were angry precisely because they argued that the Group of Seven industrial countries were neglecting their needs in favour of the former Communist bloc. Germany, which most stoutly opposed a general SDR distribution to boost liquidity, was doing out money to pay its exporters in their most exciting new markets.

This loss of potential foreign exchange took time to sink in but the floodgates have finally bro-

ken. The rouble, still nominally valued at £1 in Mikhail Gorbachev's day, sank below 3,000 to the dollar. Yesterday, it lost a quarter of its foreign exchange value in a few hours.

Unfair, say sensible observers. Domestic inflation is running at less than 8 per cent a month. But it is unlikely to stay that way. The rouble collapsed because the authorities could no longer afford to waste diminishing foreign currency reserves to support it. And the Government needs lots of money. A vast Treasury Bill issue failed last week. Yesterday, the market yield on Russian Treasury bills rose to 277 per cent. The central bank is having to raise its three-month refinancing rate from 130 to about 170 per cent. But government is the biggest borrower because its deficit is vast. Another huge issue today has had to be scaled down. And government must finance higher interest rates.

How? By printing more money. There are two consolations. Failure to gain new IMF money may slow reforms so rapid and drastic that they virtually guarantee hyper-inflation. And those

accompanying the Queen to Russia could save quite a bit, so long as they did not buy their roubles in advance.

Defying the pessimists

HOW nice it is to be wrong, sometimes. Eighteen months ago, the prospects of the Leyland DAF van factory in Birmingham looked dim, to say the least. The parent company had collapsed, plans for a replacement vehicle had been taken over by Renault, and despite the best efforts of receiver Arthur Andersen, sales were falling fast.

Yet since the management buyout by Allan Arney and his team, a minor miracle has emerged. Sales have recovered strongly, underpinned by long-term contracts to supply fleet buyers such as the Post Office.

Engines and gearboxes from Peugeot have given the vans a new lease of life. Impressive profits — £8.3 million in the first half alone — are providing the cash for Project Bulldog, a much-needed £30 million programme

of product renewal. And almost 200 workers made redundant by the receivers have been rehired.

The recovery of LDV, as it now calls itself, has been aided by good timing and luck. The contract pressings business is riding to success on the coat-tails of Land Rover, its chief customer. And the van market in Britain is at last recovering, after years of slump.

The challenge now is to escape dependence on the home market, which triggered Leyland DAF's collapse. The deal to assemble vans in Poland, agreed yesterday, is but the first of several moves in that direction. Maintaining momentum in two or three years time will be harder still. LDV's most likely fate is still to be taken over by a larger rival. It would be nice to be wrong again.

Subsidy on the line

THREATS to investors in privatisations are common currency for Labour spokesmen. Yesterday's warning from Frank Dobson that a Labour government would not respect Railtrack contracts carries some weight. Whichever party is in power, it will surely find that the attempt to fatten up Railtrack returns will put too much strain on operators, or boost subsidies. Charges will have to be cut.

Barings lightens sector gloom with 54% surge

By Patricia Tehan, Banking Correspondent

BARINGS, the City merchant bank, demonstrated that there is still money to be made in global financial markets this year with a 54 per cent rise in first-half pre-tax profits to £54.8 million.

The investment banking sector has been in the doldrums recently following profit warnings from SG Warburg and Hambro & Co. and poor results from their US rivals.

Andrew Tuckey, Barings deputy chairman, said the bank had managed to avoid the pitfalls in the equity bond markets that upset other specialists.

Given that bonuses are "entirely profit-related", Mr Tuckey conceded, it would be fair to conclude that the prospects for bonuses this year are favourable. He said the second half had also started well and that "the markets in which we operate continue to look very good".

Barings increased its staffing levels worldwide by 15 per

cent to just under 4,000 employees, after opening offices in Pakistan, India and South Africa. Mr Tuckey said staff numbers will continue to increase in the second half, though at a more modest pace. The increase in staff numbers contributed to a 32 per cent increase in costs to £297 million.

Investment banking profits leapt 60 per cent to £43.4 million and asset management profits rose 65 per cent to £18 million.

Barings' equity broking performed well, particularly in emerging markets; and corporate finance turned in a strong performance, with Barings advising on deals including the flotation of 3i, and the Lloyd's Bank bid to acquire Cheltenham & Gloucester. The bank's international corporate finance business also performed well.

Mr Tuckey said Barings' fixed interest activities overcame difficult markets, though profits were reduced.

He said the bank had refocused its business, pulling out of its sterling commodity issuing business, moving instead into structured finance products. As a result, he said, "we have not been carrying large inventories of bonds".

The reorganisation which integrated the Barings Securities and Barings Brothers and Co arms of the business into a new investment banking group is almost complete. The combined business will be moving into a new building at 60 London Wall in the middle of next year.

The results for the first half year include provision for the exceptional costs related to the move including an £18.68 million write down of existing fixed assets and provisions of £400,000. Dillon Read, the US investment house in which Barings has a 40 per cent stake, suffered a fall in profits during the quarter, which accounted for the £912,000 drop in income from associated undertakings.



John Thornton, the chairman, is looking to raise market share from 2 per cent to 4 per cent over the medium term

Thorntons tastes a sweeter £12m

THORNTONS, the chocolate maker, returned to the black in the year to June 25, with profits of £12.1 million compared with a £4.8 million loss last time. The recovery was assisted by strong trading at Christmas and Easter, and reduced losses in the restructured French operations. Sales were 7.6 per cent ahead at £93.1 million. (Patricia Tehan writes).

The biggest surprise was a 34.2 per cent rise in the total dividend, to 4.9p, against expectations of about 4.2p. The last time

Thorntons raised its dividend was in 1991. The final payment of 3.45p will be paid on November 30. David Mitchell, managing director of Thorntons' UK operations, said the company decided a reasonable dividend policy would be a payment covered two and a half times by earnings, and "we would aim to maintain that rate in future". EPS were 12.19p.

Thorntons said it saw further growth opportunities in Britain, especially in the South, and is planning to open a further

35 retail outlets in time for the important Christmas sales period. Mr Mitchell said Thorntons is trying to find ways to encourage customers to see its chocolates as more than just a treat for special occasions.

The company has a 2 per cent share of the £4.4 billion UK confectionery market. Mr Mitchell said that, over the medium term, it would like to win 4 per cent share. UK operating profits were 16 per cent higher at £12.9 million.

Amersham buys stake in Japan

BILL Castell, chief executive at Amersham International, the British health science group, yesterday tied up a deal he has worked on for three years with the acquisition of a 20 per cent holding in Nihon Medi-Physics (NMP), of Japan.

Amersham is paying Sumitomo Chemical ¥8.52 billion (£55 million) for the holding in the radio-pharmaceutical manufacturer. It has the option to acquire a further 30 per cent over two to five years, at a maximum £63 million.

Mr Castell said the intention was to merge Sumitomo's and Amersham's existing Japanese nuclear medicine business. Amersham's radio-pharmaceutical products include Myoview, the heart imaging agent, and Ceretec, the brain imaging agent.

Mr Castell said the deal consolidated Amersham's position as world leader in nuclear medicine, a £700 million market. "The market has been highly segmented and is beginning to globalise," he said. The shares rose 17p to 945p.

The link-up allows Amersham to use local manufacturing, which will suit the Japanese preference for ready-to-use medicines.

NMP lifted pre-tax profit by 37 per cent to ¥3.4 billion in the year to December 31 1993 on the back of sales of ¥20.7 billion, up 13 per cent.

Tempus, page 28

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Warp factor to help drive IBM

IBM has launched its OS/2 Warp operating system, which is intended to compete with Microsoft's Windows on IBM-compatible machines (Sean Mac Carthaigh writes).

IBM announced that it had received immediate support for the new system from other computer industry heavyweights. Its own PC division, Toshiba, CompuAdd and Dell said yesterday they would pre-load OS/2 Warp on some of their machines.

The system is the third generation of the 32-bit software and includes more than a dozen applications, including easy access to CompuServe and Internet, the information systems. It is expected to retail in America at around \$80.

Lee Reissig, president of IBM personal software products, said the system gave customers more features at a greater value.

Hinchcliffe steps down at Iceland

AN ERA is coming to an end at Iceland, the frozen foods retailer. Peter Hinchcliffe, joint founder of the group, is stepping down from his front-line position to pursue other business interests, the company said.

Mr Hinchcliffe, 46, will retire as joint managing director and deputy chairman at the end of the year, but will stay on as a non-executive director and also become a consultant to the group. Iceland said Mr Hinchcliffe has no plans to reduce his personal shareholding and "looks forward to maintaining his interest in the business".

Malcolm Walker, Iceland chairman and chief executive, said he co-founded the group with Mr Hinchcliffe in 1970 when the first Iceland shop was opened in Oswestry. "Since then the chain has grown to almost 700 stores throughout the UK."

Asprey shares dive to new low for year

ASPREY, the upmarket jewellery group that owns Mappin & Webb and Watches of Switzerland, suffered a further share price fall from 152p to 135p - a new low for the year - despite denying rumours about its financial position.

The company said rumours referred to potential problems with both stock and debtors. Stock provisions were reviewed every six months; the next review would take place at the time of the interim announcement and it was "not currently anticipated that

further provisions, if any, will be material in the value of stock as a whole".

Asprey had never experienced material bad debt and "the level of provisioning is unlikely to be increased significantly in the foreseeable future".

The company gave warning on September 9 that trading in the current year (to March 31) was disappointing, that the interim results would be significantly worse than last year's and that the group would be only marginally profitable.



Vive la difference!

THE TIMES CITY DIARY

Banker heads Olympic fund

GEOFFREY Maitland Smith, who is today appointed chairman of Britain's 1996 Olympic Appeal, can bring more to the campaign to raise £4 million to send a British team to the Olympics in Atlanta in 1996 than most athletes might imagine. Maitland Smith carries the torch as appeal chairman in his capacity as deputy chairman of Midland Bank. The bank already promises to raise £1 million and organise fund-raising events between now and 1996. Maitland Smith, who admits his only serious sporting activity was rowing, is also chairman of Sears, which owns the Olympus sportswear chain, which athletes might find fitting. And if the 1996 Games are in need of a catchy theme song, I'm sure Maitland Smith could help there, too. In the early 1960s, while in private practice in the City, he was for four years the private accountant to Paul McCartney.

Team mates

MEANWHILE, Celis International, the bio-science group, has appointed Jack Rowell, who is stepping down from Dalgety's main board at the year end, as a non-executive director. Rowell is the England rugby team coach and manager, and will be playing company for Celis' founder and Welsh rugby fanatic Dr Chris Evans, now scientific and strategic adviser.



"It's very worrying — considering what they got for their estate agencies"

No names...

PHILLIPS Auctioneers has under the hammer tomorrow a Lloyd's of London presentation sword. The sword was presented to the gallant medals awarded today, and between 1803 and 1808 were presented "to naval men who had performed acts of valour and prevented an aggressor from causing damage or destruction which would in turn have made Lloyd's liable for the cost". Expected to fetch £6,000 to £8,000. Expected to be used on...

Major printer

ST IVES is always proud of the number of blockbusters and best-selling magazines that it has under its belt. Nor is the printer known to be shy about just how many books on the Booker Prize shortlist rolled off its presses. But, strangely absent from yesterday's results presentation was this autumn's runaway best-seller, Miles Eley, chairman, said yes. St Ives printed That Book, the Hewitt "memoirs", "Bloomsbury [the publisher] is a long-standing and valued customer," he said, adding that publication came too late for the book to be included in the City presentation. St Ives is the group that no longer prints magazines usually found on the newsagent's top shelf, "because there is no money in them".

COLIN CAMPBELL

Clubs have still to prove they can come up trumps

One year on, Costco and Cargo Club are waiting for the revolution, reports Susan Gilchrist

Britain's warehouse club industry is about to celebrate its first birthday. Next month heralds the anniversary of the opening of the first ever club by Price Costco, the American retailer, at Thurrock, Essex.

The baptism has not been easy. Both Costco and Cargo Club, Nurdin & Peacock's new warehouse club format, have faced hostility from all sides. Britain's big three supermarkets joined forces in a fierce legal battle against Costco to block the opening of the first site. Some leading brand companies have been reluctant to supply the new clubs, fearing that the rock-bottom prices may undermine the image of their brands. Meanwhile, there has been no shortage of gloom and doom merchants eager to write the industry's obituary before it has even reached its first anniversary.

Yet in spite of it all, there are now four clubs up and running. In addition to Thurrock, Costco has opened one in Bushey, Hertfordshire, while Cargo Club now has two sites — in Croydon, and Wednesbury, in the Midlands. Next month will see the opening of Cargo Club's third, in Bristol, and Costco has three further sites in the pipeline.

So what is the verdict? Are warehouse clubs a revolution in shopping? Or will they turn out to be just a footnote in British retailing history? The answer probably lies somewhere in between. Richard Hyman, of Verdict, the retail consultant, says the industry has had a slow start but believes it is still very early days.

"Warehouse clubs are something completely new to this country. As with anything radical and new it takes time to percolate into the consumers' consciousness. It would be foolish to expect it to become an overnight success."

Mark Riches, managing director of Cargo Club, also takes a long-term view. "Remember, in the US, clubs did not mature for three years," Paul Moulton, managing director of Costco, agrees that business takes time to build and says initial demand is following a very similar pattern to that experienced in America.

The biggest problem in coming to a judgment is the lack of information. Both Costco and Cargo Club are notoriously secretive and refuse to disclose facts and figures. Cynics assume this is simply because the figures do not make attractive reading. However, Mr Moulton rejects this theory. "I feel good about how well we have been accepted and sales have been in line with our expectations."

The one snippet warehouse clubs are willing to reveal is membership numbers. Cargo Club, which only opened its first outlet in March, now has about 70,000 members. Costco has slightly fewer, although it has more business customers. These figures are clearly encouraging and dispel claims from



File 'em high, sell 'em cheap: can warehouse clubs re-invent the wheel?

some critics that the membership fee — about £25 — would be a barrier.

But high membership does not automatically mean high sales. Philip Dorgan, a retail analyst at Goldman Sachs, said: "The membership take-up has been good, the sales volumes have perhaps not been so good."

Mr Hyman echoes this view. "To my mind the quality of the membership is a big issue. There was such enormous publicity accompanying the opening of some of these sites that a lot of people joined for the novelty value. The question is how many of those people will have their expectations fulfilled."

The opening of Costco's Thurrock site attracted a blaze of publicity, most of it unprompted and much of it undesired by the company itself. Cargo Club was more deliberate in its promotional tactics, spending £2.5 million advertising the opening of its Croydon club.

While both companies are happy with membership numbers, they con-

cede there is more work to do to drive sales. Cargo Club's Mr Riches says: "Of the three key ingredients — number of members, average spend and frequency of visit — we have exceeded our expectations in membership, are about right with basket spend and are putting all our efforts into increasing the frequency of visit which is making steady progress." In a bid to encourage regular visits, Cargo Club is now direct mailing its members to advertise the latest monthly savings.

Generating higher sales is crucial to the profitability of a warehouse club. By offering such low prices, the format has to work off low margins and the bottom line is therefore highly sensitive to any shortfall in sales volumes.

In walking this precarious tightrope, many observers believe Cargo Club has made life difficult for itself by trying to attract more retail customers, particularly in food. This has forced it to offer smaller pack sizes, which has in turn increased costs. It is perhaps no

coincidence that in the US the retail-orientated clubs such as BJ's or Price have been the ones which have failed to deliver adequate returns.

But however much costs rise, the one thing warehouse clubs cannot compromise on is price. Low prices are their *raison d'être*. As Mr Hyman says: "They will only succeed if they can deliver sharp prices as they do in the US. If they don't, they will fail. In a sense their Achilles' heel is that price is their only weapon."

Warehouse clubs certainly offer few luxuries. The choice is limited, with most outlets stocking only 3,500 lines; the shopping environment is spartan; and the locations sometimes remote. But Costco and Cargo Club believe they are delivering on their price promise with most goods between 15 per cent and 20 per cent cheaper than in the high street. The clubs also offer a range of one-off items or wigs (when it's gone, it's gone) as they are known in the industry. Recent wigs at Cargo Club included a micro-light aeroplane for £7,999, a saving of £1,500, and a go-kart for £999.99, down £100.

Mr Riches says aggressive pricing has certainly rattled the competition. "When we opened in Croydon, it was flustering but also very irritating to find so many mobile phones passing prices back to head offices. Rather like going to the opera, we are thinking of asking our audience to deposit their apparatus for safe keeping."

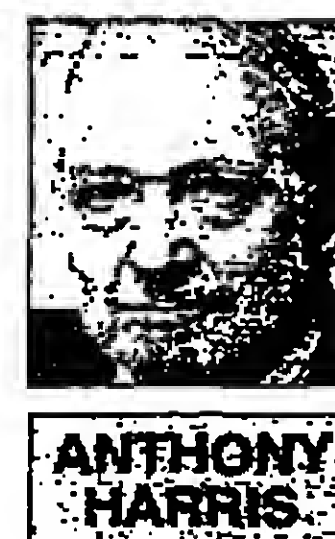
It is the desire to keep prices low that has led warehouse clubs into a confrontation with certain Japanese suppliers. Some electronics goods companies such as Sony have refused to supply Costco and Cargo Club directly, forcing the clubs to source products on the grey market. Even by this circuitous route, they can still offer their members substantial savings, but by going direct, they could cut another 5 per cent or 10 per cent off the price. Cargo Club has complained to the Office of Fair Trading and the European Commission but Sony has yet to alter its stance.

Relations with other suppliers, however, have improved significantly from a somewhat frosty start. Proof, perhaps, that warehouse clubs are gaining credibility. For example, Kellogg's are now doing a roaring trade with Cargo Club, although it was initially reluctant to provide Costco with the pack sizes the company wanted. Costco reports a similar positive change in attitude from many of its suppliers.

Changing the attitudes of consumers, however, may take longer. Warehouse clubs have certainly come a long way in a year. Today, they probably have sales of about £100 million.

The question is how much further can they go? Mr Dorgan believes the next year will be crucial. "As we pass the first anniversary it will be interesting to see how many members re-join. That will be the acid test." He says warehouse clubs are unlikely ever to achieve the startling success enjoyed in the US, where they now form a £23 billion industry.

Mr Hyman agrees. He predicts there may eventually be about 50 clubs in Britain, although he believes the operators will have to work hard to get to that figure. "Warehouse clubs are not a licence to print money. It is going to be tough but I still believe there is a market there."



ANTHONY HARRIS

Two economies, but only one market trend

It happened again yesterday. US bonds rose about half a point so did gilts. The Footsie rose well over one per cent, by the time Wall Street was sending out its sandwiches, the Dow was most of the way there. Our two markets remain in lock step. For a long time, this made sense: the early, slow stages of the recovery in both countries was so similar that current US trends were a reliable guide to future UK trends — much better than the home-grown forecasts on offer. But not any more.

Look here upon this picture, and on this, as Hamlet put it. The US economy is booming, shrugging off Fed restraint, and personal spending is rising so much faster than income that the income statistics are suspect. The British economy is slowing, with home spending so sluggish that one clearing bank is now playing with a forecast of zero domestic growth next year. The US boom is sucking in imports, as booms do, and the current account of the balance of payments is heading deeper and deeper into the red. The UK current account is improving so much faster than even the most optimistic forecasts that again the official figures are suspect. Already you might expect the dollar to be weak and sterling strong; but although sterling is a shade up on the dollar, the main event has been a strengthening of both currencies against the rest.

But the contrast is much sharper if you look at the inflation picture. In the US, there really are now signs of incipient overheating. The price resistance which held back imported inflation during the long decline of the dollar from 1985 has faded: recent dollar weakness has come through in raw material prices in a matter of weeks. The labour market is uncomfortably tight, and while employers have been trying to get round their difficulties by hiring part-time workers, the part-time agencies are themselves having to offer higher wages to meet demand. The only clear bright spots are the retail market, where the big discounters are still attract-

ing all the growth dollars, and the continued efficiency miracles of the computer industry, now the sharp edge of consumer spending. Looking forward, the US scene seems downright worrying. The US banks, which have achieved record asset and profit levels courtesy of concealed subsidies from the Fed, are scrambling for lending business again, at margins which recall the idiocies of the late 1980s. It is clearly dangerous to feed these men too much red meat. Meanwhile, rising prices have worked through from primary to intermediate goods, and could threaten to break out. The price index of the National Association of Purchasing Officers, which reflects current price trends for bought-in supplies, reached a sinister majority of 77.1 per cent in August.

No wonder the Wall Street bond market reeled in horror; but why did London suffer? The UK economy offers few such grounds for worry. The much-discussed CBI price warning concerns future wishes, often unachieved, not current experience. Labour constraints are historically low, and unit costs still falling. In the US, there is a strong case for a further rise in interest rates. In the UK, even on the cautious Clarke view, only a weak case even for the last one.

So why do both markets dance to the same tune? Why, for that matter, has the US bond market rallied? The plausible story is that neither is responding to economic news: both are moved by money. The current rally is partly the normal bounce of an exhausted bear trend; but it will probably appear when the figures are known that it is the result of the resumption of normal service from Japanese savers.

The Nikkei has been a trap for its supporters, and is now rumoured to be propped up only by the hidden hand of the Ministry of Finance. The trade dispute with the US has subsided into a stalemate; and, the final tell-tale, the over-valued yen is weak. Up goes Wall Street, up goes London. But when reality reasserts itself, I would rather be in London.

Robert Miller reports on housing-slump casualties

Big players continue to bale out of Britain's estate agency market

If a business strategist had been asked to devise a plan by which financial institutions could lose a lot of money, the answer could well have been "Buy estate agents". In the mid to late-1980s, building societies, life companies and, to a much lesser extent, banks took that advice. They bought up any outlet which could hang an estate agent sign above it. Sure enough they lost billions of pounds between them. The list of losers reads like a Who's Who of household names. Leading the parade is the Prudential, which alone wrote off losses of £340 million. The Nationwide has lost a reported £200 million. The Bristol and West Building Society, is still negotiating the sale of 21 estate agency branches although it will keep the upmarket Hampton chain. In 1991, Cheltenham & Gloucester baled out of the market with estimated losses of £5 million.

However, the disposal yesterday of Nationwide's estate agency chain to Hambro Countrywide, headed by Christopher Sporborg and Harry Hill, for just £1 may mark the end of such fire sales. Those that remain, such as the Woolwich, Royal Insurance, the Halifax and General Accident, remain committed to the market albeit with more closures likely to follow.

Gary Marsh, an assistant general manager of the Halifax, said: "Our strategic commitment to our estate agency chain is as strong as ever and it is an important source of new mortgage business. In the first half of 1994, it accounted



Sold: Harry Hill, left, and Christopher Sporborg bought Nationwide's chain for £1

for more than 10 per cent, or £500 million, of our new mortgage lending of £5 billion. We reported a small loss of £2 million at the half-way stage after a reorganisation but we expect to move into profit as the overall level of housing transactions picks up."

Woolwich Building Society last week closed 18 estate agency branches, some of which were purchased from the Prudential in 1991. The society paid nearly £21 million to the Pru for the insurers estate agency shops in the Thames and Eastern regions. Last year, the Woolwich made a trading loss of £3.4 million on its estate agency, significantly less than the £11 million loss in the previous year. A

spokesman said: "We expect to come into profit with our estate agency chain in 1995." Jim Boxall, general manager of General Accident Property Services, said that its estate agency chain remains a prime distribution channel for the company's financial services. He added: "Our 360 estate agency shops deliver 10 per cent of the group's annual premiums. The target is to double that contribution over the next five years."

Royal Life said that it also intends to remain in the estate agency market and that its losses are now falling. David Wood, managing director of Lloyds Bank's Black Horse Agencies, believes that although there may be a few

more big names who will quit the market most will now tough it out. He said: "I think that those who have stayed in the market may even want to reinforce their position."

David Goldworthy, a former president of the National Association of Estate Agents, said: "It has cost some of the big players billions of pounds to find out that they were not suited to the estate agency market. Their biggest problem was that they tried to control regional outlets from the top and failed to give autonomy to managers who are trying to run local businesses. Basically the corporates stifled the entrepreneurial spirit. They need to stop all that form-filling to keep head office happy."

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C. Concluding remarks

Art. 6

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THE TIMES UNIT TRUST INFORMATION

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TRADING PERIOD: Settlement takes place ten business days after the day of trade. Changes are calculated on the previous day's close, but adjustments are made when a stock is ex-dividend. Changes, yields and price/earnings ratios are based on middle prices.

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149	133	Gibson Lyons	137	5	49 13.0
150	134	John Lyons	138	5	49 13.0
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156	141	141	144	5	49 13.0
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160	145	145	148	5	49 13.0
161	146	146	149	5	49 13.0
162	147	147	150	5	49 13.0
163	148	148	151	5	49 13.0
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167	152	152	155	5	49 13.0
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205	190	190	193	5	49 13.0
206	191	191	194	5	49 13.0
207	192	192	195	5	49 13.0
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222	207	207	210	5	49 13.0
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151	135	John Lyons	139	5	49 13.0
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149	133	Gibson Lyons	137	5	49 13.0
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154					

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38	20 UK Land	45			
47	22 Warner	220		4.4	21.2
50	28 WIL	220		4.3	18.6
51	28 Warrant	20			
52	30 Warrant	20			
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86	265	Int'l	275	...	27	14.0
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137	P. & B. 5.04	178			
138	W. & W. 10.00	179			15.00
139	W. & W. 10.00	180			15.00
140	W. & W. 10.00	181			15.00
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146	W. & W. 10.00	187			15.00
147	W. & W. 10.00	188			15.00
148	W. & W. 10.00	189			15.00
149	W. & W. 10.00	190			15.00
150	W. & W. 10.00	191			15.00
151	W. & W. 10.00	192			15.00
152	W. & W. 10.00	193			15.00
153	W. & W. 10.00	194			15.00
154	W. & W. 10.00	195			15.00
155	W. & W. 10.00	196			15.00
156	W. & W. 10.00	197			15.00
157	W. & W. 10.00	198			15.00
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184	W. & W. 10.00	225			15.00
185	W. & W. 10.00	226			15.00
186	W. & W. 10.00	227			15.00
187	W. & W. 10.00	228			15.00
188	W. & W. 10.00	229			15.00
189	W. & W. 10.00	230			15.00
190	W. & W. 10.00	231			15.00
191	W. & W. 10.00	232			15.00
192	W. & W. 10.00	233			15.00
193	W. & W. 10.00	234			15.00
194	W. & W. 10.00	235			15.00
195	W. & W. 10.00	236			15.00
196	W. & W. 10.00	237			15.00
197	W. & W. 10.00	238			15.00
198	W. & W. 10.00	239			15.00
199	W. & W. 10.00	240			15.00

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An opportunity has arisen for a professional and enthusiastic PA to join this small and friendly company in the City. Working for the Head of the Engineering Division, you will be organising meetings, putting together travel itineraries and composing your own correspondence. You must enjoy getting involved on the business side as you will be liaising with clients and keeping your boss up to date with developments. If you have three years secretarial experience and enjoy working for a wonderful boss, this is the job for you! Skills: 60 wpm typing and 80 shorthand. Please call Vanessa Mitchell for an immediate interview on 071 377 8827.

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Strike it Lucky! to £18,000 + Overtime, Mortgage Sub, Sub Parking, Gym on site...

Join a prestigious US Investment Bank and work for a dynamic oil analyst and his assistant in the Equity Research area. You will be involved in all presentation work and weekly reports as well as co-ordinating a busy diary, travel arrangements and coping with hectic deadlines. If you have a flair for systems, a creative streak (MS Word for Windows and Excel essential) and enjoy a research element with involving secretarial duties this job will give you the chance to grow. Age 22-30. Skills 55/WP. Please call Angie Howman on 071-377 8827 now!

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THINK then...

A Global Approach

This is a demanding role, providing high standards of PA support to an internationally renowned business consultant and, over time, increasing involvement in VIP client contact and liaison. Excellent skills are a pre-requisite (120/70). So too is the ability to assimilate detail. Confident, calm, competent approach and good experience essential.

c. £20,000

The Creative Spark!

c. £18,000

Small, established creative company involved in new product ideas and research seeks enthusiastic Secretary/Office Manager who really wants to muck in and become one of the team! Lovely role giving lots of variety, juggling of priorities, admin responsibility and organising along with secretarial support. Good typing (80wpm) and 3 years experience required.

GORDON-YATES
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Gordon Yates recruits on the basis of merit and equal opportunity. Please call 071-493 5787 today.

BANKING PA(S)

£18-20'000 + BONUS & BENEFITS
Rapidly expanding city based investment group require 3 highly motivated senior secretaries. Working at partner/MD level you will be able to use your organisational, client liaison & corporate secretarial skills in relation to producing presentations using Word for Windows & Excel 80/65 WPM.

BANKING TEMPS

£9-10PH
Short/long term assignments available in the Heart of the City for DTP Word secretaries. Use of MacDraw, PowerPoint & Excel.

Contracts available for up to 5 yrs at a leading US Investment Bank. You will have in-depth Windows exp. at least 1 graphics software & a typing speed. **SECOND LANGUAGE** essential.

Please call Madeline Nolan or Amanda White ASAP on TEL: 071 895 8050. FAX: 071 623 2958.

Devonshire Appointments Ltd (Apt)
7 Birklin Lane, London EC3V 9BT

DTP/Publication Assistant

c£20,000 Package City

You need to be creative, resilient and dynamic to work on the Trading Floor of this prestigious US Investment Bank. Your key responsibilities will be to produce extensive presentation material using PageMaker and Freelance and to maintain a publications library for the department. Extensive DTP experience is essential, as is speediness/WP knowledge, 50 wpm typing and good Overtakes. Age: 22-35. Please telephone Charlotte Pelling on 071-377 8827 for further information.

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Board Level PA Neg £23,000

Established City reinsurance firm with stunning offices in EC3 need a polished and dedicated PA for their Managing Director. As a reputable high earner/broker for the firm he is in demand with clients in the UK and USA and travels frequently. We need a level-headed PA with a totally service orientated approach to anticipate and cater for every day-to-day business need. Aged 30 maximum, you need minimum 100 wpm shorthand and good typing/wpm. You should also live in Central London. Please telephone Catherine Ferguson on 071 377 8827.

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RECRUITMENT CONSULTANTS

Judy Farquharson Ltd.

CHIEF EXECUTIVES PA

(to £24,000 + bens.)

Major City plc needs top PA with senior level track record and excellent organisational skills. Must have 100wpm shorthand, 65wpm typing and enjoy organising international travel, events and business arrangements.

47 New Bond St, London W1Y 9HA
Tel: 071 493 8824 Fax: 071 493 7161

RECRUITMENT CONSULTANTS

PA

(to £18,500 + benefits)

One of two, to work for partners of small merchant bank. Using your excellent Apple Word and organisational skills, you will have plenty of opportunity to grow and to travel with this successful City company. Swedish and S/H an advantage. Age 23-28.

47 New Bond St, London W1Y 9HA
Tel: 071 493 8824 Fax: 071 493 7161

RECRUITMENT CONSULTANTS

Secretary/Administrator

Lord Mayor's Office

£14,739-15,978 PA. INC.

Plus a package worth up to £1,500 p.a.

We currently require a secretary who is also a capable administrator and would be able to contribute fully to a small, close knit team which provides essential secretarial and administrative support to the Lord Mayor of Westminster.

The ideal candidate would thrive in a pressurised and high profile environment whilst being meticulous to detail. Educated to 'A' level standard, you must be a good WP operator (Uniplex) and have competent secretarial skills including maintaining a comprehensive database. An interest in civic matters and protocol would be a great asset.

Additional benefits include: • generous annual leave • interest free annual season ticket loan • free swimming facilities • staff discount card • excellent pension scheme.

If you have the confidence and maturity to deal with a broad variety of people and enjoy the challenges of a demanding role, please telephone for an application form on 071 798 1996 or 071 798 1997 which is staffed from 9.00am - 4.30pm. An answerphone is in operation out of office hours.

This is a re-advertisement - previous applicants need not apply.

Please quote ref: C/SOL/7. Closing date: 26th October 1994

The Council operates a No Smoking at Work Policy.

EQUAL OPPORTUNITIES EMPLOYER

City of Westminster



(cacharel)

City Temps - Where Are You? £10 per hour

The City holds the key to the most exciting and varied temporary assignments in London and we hold the key to earning the best temporary rates. With the City temporary market still growing at breakneck speed we constantly need the very best secretaries and PAs to join our team and meet the demands of our many blue chip clients. Shortlisted secretaries with Director level experience and excellent systems can expect £9.50 per hour and £10 per hour for Chairman level assignments. Overtime is easily accrued and assignments vary from 1 week to covering maternity leave and temp to perm situations. Don't waste any more time - call a member of our temporary division NOW! 071-377 8827.

Crone Corkill
RECRUITMENT CONSULTANTS

PA TO CHAIRMAN

£22,000 +Perks + Bouns

Superb opportunity for a confident Shortland PA/Secretary age 30-35 with communication or public speaking skills. The successful candidate will be articulate and efficient and have the social awareness to make contributions at all levels. Good shorthand and WP skills essential.

For further details call Crone Corkill on 071-377 8827.

071 491 2887 FAX: 071 491 2887

Rainbow House, 18 South Molton Street
London W1Y 1DY

P.A. TO MANAGING DIRECTOR

£22,000 + Perks + Bouns

Superb opportunity for a confident Shortland PA/Secretary age 30-35 with communication or public speaking skills. The successful candidate will be articulate and efficient and have the social awareness to make contributions at all levels. Good shorthand and WP skills essential.

For further details call Crone Corkill on 071-377 8827.

071 491 2887 FAX: 071 491 2887

Rainbow House, 18 South Molton Street
London W1Y 1DY

STERLING INTERNATIONAL MOVERS

STRESS PROOF SECRETARY

£16,000 + banking benefits

Leading US bank is looking to recruit a self-motivated secretary (preferably aged 22-30), to offer support to a dynamic, fast moving department. Along with secretarial duties you will also act as Office Manager for the department. You will need to be PC literate, type at 60 wpm, have superb communication skills, combined with a professional outlook and well developed sense of humour.

WANT TO GET INTO ADVERTISING?

Central London - £15,000

Do you have the flair to work in the Advertising arena? Are you able to give secretarial support at director level? Is your shorthand at least 80 wpm? If the answer is Yes, how would you like to work for one of the leading players in the field of advertising by looking after some dynamic directors, being the custodian of their diaries, organising meetings and travel arrangements. You could never be bored in this role!

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SALARIES: £14,000 - £16,500

Secretaries are required to work for the following Editorial areas:

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TIMES EDUCATIONAL SUPPLEMENT

Secretary to Deputy Editor and Features Editor

SYNDICATION DEPARTMENT

Experience in a similar environment would be an asset.

Applicants should possess good secretarial skills (80/60), word processing knowledge, excellent telephone manner, together with an ability to work under pressure.

Applicants should apply in writing enclosing a CV together with daytime telephone number to Brenda Hemmings, Personnel Executive, News International Newspapers Limited, PO Box 481 Virginia Street, London E1 9BD

PA SECRETARY

WC2 - £17,000

(c. £20k Pkg)

Management Consultants whose name is synonymous with excellence require support for two Assistant Partners. They need someone highly organised with initiative who is self-motivated and confident.

Checklist with excellent typing. You should be well-versed in Word 5.0/6.0, Excel, PowerPoint & other office software. Excellent verbal & written communication skills. Call Lisa on 636 1493

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SOON TO BE EX-SECRETARY

needed as property manager of fast growing prop. man. co. in pleasant Belgraveia offices. o/c's & prop. exp. helpful; comp. lit. essential. Prospects excellent. CVs invited to box no 1268.

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Contact John Elkington or Richard Hickie on Tel: 071 498 2121 Fax: 071 498 6255

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Salary £20,000 + PA.

Confident, personable and organised secretary / PA sought for highly entrepreneurial West End Finance company.

Calm Temperament, used to working under pressure. WPM, Linux, Audio, 80wpm essential.

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£28,000 Base, Paid O/T, Bonus, 24 Hour Holiday, 15% Life Insurance, BUPA, Sales Commission.

Top salary for top international work in emerging markets. Department of one of the world's largest and most prestigious investment banks supporting fully independent team with one other secretary. Must be well organized, able to meet deadlines and flexible, a good telephone manner, 55wpm and good PC skills are essential - NO SHORTHAND.

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Phone: 071-499 8658 Fax: 071-499 9002
ROC Recruitment

ROC £15,500 + BENEFITS

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NO FRILLS
NO SHORTHAND
Bonus, 20 Days Holiday, 15% Life Insurance, BUPA, Life Insurance, 15% Commission.

Plush office, prestigious international property company. Friendly team. All they need is an audio typist, no shorthand, little overtime, no additional duties. Just a cheerful disposition and 60 wpm.

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TRUE ONE-TO-ONE
23 Days Holiday, 15% Life Insurance, BUPA, Life Insurance, 15% Commission.

Shorthand an advantage and 70 wpm essential providing complete secretarial support to Managing Partner of one of the UK's largest and best established Corporate Property companies. Exciting job with lots of responsibility.

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Maime - Tucker

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c£19,000

Let's just come of things you'll be totally immersed in when you join this major, established agency working for the Managing Director. Your office is of course the office you're currently in. You'll be given a job that's totally new to you. You'll be responsible for the company's chocolate, spirits and champers. You'll be responsible for a whole which is one to one, training, the show, a superbly looking after clients. Media, top at a senior level. If you're 25+, the advertising world beckons you.

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Telephone 071 734 7341

Maime - Tucker

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MIND YOUR LANGUAGE!
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Fluent French (English B1) is needed to work with the high profile Mayor of Paris. An interest in international, political or cultural affairs would be ideal, because this is what the company does. You will be given a high level of responsibility for the company's French language. You will be responsible for a whole which is one to one, training, the show, a superbly looking after clients. Media, top at a senior level. If you're 25+, the advertising world beckons you.

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Telephone 071 734 7341

PA TO DIRECTOR
WESTMINSTER c£15

The Institution of Civil Engineers is the world's premier engineering institution. Founded in 1818, it is a respected authority on infrastructure issues.

We are looking for an experienced PA with first class communication, administrative and organizational skills. The work will be varied and demanding. Self-confident, articulate and highly efficient, you will be able to deal comfortably with pressure without the need for close supervision. You will be using Wordperfect 5.1 to copy and audio type.

Your application should include a curriculum vitae and be sent to Mrs Slew Deacon, Personnel Manager, by 19th October 1994.

THE INSTITUTION OF CIVIL ENGINEERS
Great George Street,
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SW1P 3AA

New Investment
£22,000 + Banking Benefits

This recently established international Finance House requires a high calibre professional secretary to provide full secretarial and administrative support to the Chairman.

Working with high profile individuals, your responsibilities will include co-ordination of business and private diaries, interaction with top level clients and major City institutions, and preparation of detailed correspondence.

You will be selective and confident with an understanding of the workings of an international company. Your three years' solid secretarial experience will have groomed you for this challenging and demanding role, by enhancing your secretarial and interpersonal skills.

For further details please contact Angela Mortimer plc (Rec Cons). Angela Mortimer plc is an equal opportunities employer. All applications are positively welcomed.

0171-726 8491
Angela Mortimer

Sue Cooke
Recruitment

True PA

International businessman seeks socially confident PA. Excellent interpersonal skills required. Immaculate presentation, sound secretarial skills (no Sh) plus proven business acumen.

PA must be available to travel internationally, and have no personal ties as the position will involve working unsociable hours.

Immediate start. Preferred age 30 plus. Substantial remuneration.

Please contact Sue Cooke, in confidence, for further details. Tel: 071 355 5035 Fax: 071 355 5044

JOSLIN ROWE

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A top-drawer post for a meticulous secretary with excellent communication skills including minimum shorthand 100wpm. Previous experience in a financial or business environment. This is a classic role suited to a person with a proven track record in a financial or business environment. He needs to be a person who is able to take on a high level of responsibility and to be able to take on a high level of responsibility and to be able to take on a high level of responsibility.

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Telephone 071 734 7341

FILMS - TV - ARTS PUBLISHING - MUSIC

Looking for that elusive opening in the fast moving world of the media? As London's leading specialists in Film, TV, Publishing, Music and The Arts we are here to help you, whether you are an experienced PA or a college leaver. If you are bright, energetic & adaptable with good secretarial skills ring us today.

JUDY FISHER
ASSOCIATES
071-437 2277
Recruitment Consultants

SENIOR TORY MP
(inclining well to Right)

SEEKS PA - SECRETARY

Graduate preferred shorthand, computer literate, with nose for politics.

£18K plus, according to experience, scope for advancement.

Write with CV to Sir George Gardner MP, House of Commons, SW1A 0AA.

SMALL COMPANY TO RUN
Sal neg + bonus

A very challenging environment and a chance to help the Managing Director run a young, thriving City-based IT consultancy. She would like you to be her PA and office manager. It means recruitment, staff welfare, accounts, purchasing, travel booking and everything else that requires attention.

CV should be sent to CWS Systems Services, 150 Minories, London EC3N 1LS Tel 071 264 2067, Fax 071 264 2068.

Market Research
c£18,000

One-to-one PA for M.D. of expanding market research group. You will be a dedicated PA who also enjoys providing full, efficient secretarial support to a busy executive. You will be responsible for a whole which is one to one, training, the show, a superbly looking after clients. Media, top at a senior level. If you're 25+, the advertising world beckons you.

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Telephone 071 734 7341

ANDERSON HOARE
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GENTLEMAN CHARMING
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What a wonderful job for someone who wants to work in a real and fun. For three 3 charming men. Working alongside another PA who has been with them for 10 years and is now looking for a PA to support him. The job is a real challenge and a real opportunity. You will be responsible for a whole which is one to one, training, the show, a superbly looking after clients. Media, top at a senior level. If you're 25+, the advertising world beckons you.

Call Anderson Hoare on 071 824 8821.

PA SECRETARY
Director £20K

A major private organisation based in prestigious offices in Westminster is seeking to appoint a mature (35+) person as PA to Director. Must be highly organised, have excellent WP skills, SH 110+ / typing 70/80 wpm and have a good disposition.

Contact: Jo-Anne 071 828 8842

P/A SECRETARY TO MD OF ENTERTAINMENT ORIENTATED PUBLISHING COMPANY IN WIMBLEDON

PROFILE

- Able to Work on Own Initiative
- Good Organiser
- Good Communicator
- WordPerfect Skills

SALARY: £20,000

Please send your CV to: Gerald Wynn, Office Backs, Wimbledon Stadium Business Centre, 16-18 Riverside Road, London SW17 0BA.

Property Investment
£15,000 + exc bens
Immediate Start

A well presented and articulate secretary/receptionist is URGENTLY required for this W1 property investment company. Working in a high profile environment alongside very friendly executives, your secretarial skills (60 wpm typing/audio) and welcoming telephone manner will be in constant use. For more information, please call Chantelle or Katy on 071 437 6832.

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SPORTS SPONSORSHIP
£16,500 SW3

Director of lively, go-ahead sports sponsorship company is looking for a stylish, personable, easy-going secretary who thrives on job involvement in a friendly team environment. We need: fast, accurate audio typing and good layout, excellent English and a keen interest in sports. French would be useful too. Age 23-30.

PUBLIC RELATIONS
£14,000

City PR company needs a bright, energetic young secretary with fast audio typing to look after a 4 man team. You'll have a year's secretarial experience, a keen interest in making a career in a prosperous PR company and at least 65 wpm typing. Age 19-23.

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Our temporary team has always been renowned for its calibre and skills. The team provides an outstanding level of service in every area of the office, from the Chairman's experienced PA with excellent skills to the professional receptionist with initiative and poise.

We pay our team the best hourly rates in central London - £10.00 ph for Chairman level assignments, and £9.50 ph for Director level bookings. We make sure you are kept interested and busy and that your skills and experience are appreciated and properly rewarded.

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West End
Crone Corkill
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HEALTH AND HAPPINESS
Salary negotiable - W6 location

One of the fastest growing public relations consultancies in the health care sector is looking for an enthusiastic and conscientious secretary to work with a team of 3 others. Applicant must enjoy working in a very busy, but fun environment, be computer literate, enjoy lots of typing, working on own initiative, be able to work to strict deadlines accurately and effectively, and have an excellent telephone manner.

Common sense, demonstrable secretarial skills and a good sense of humour are a must.

Send your CV and day-time telephone number to Pauline Tamplin PO Box 2846, London W6 0ZG

PARTNER'S SECRETARY
By St James's Park

Excellent Benefits

One of the leading executive search consultancies in the Financial Services Sector, with a reputation for excellent professional standards, performance and service and founded on Christian principles, needs a Secretary for one of its Partners.

A team player, applicants will have: 5 plus years' secretarial experience * excellent shorthand, typing (WPM) * a welcoming personality * a facility for research and administration.

Please send your CV to Elizabeth Fines THE WILLIS PARTNERSHIP LIMITED 23 BUCKINGHAM GATE, SW1E 6LB FAX: 071 828 9967 No Agencies Please. All communications strictly confidential.

junior secretary/ADMIN ASSISTANT

With a sense of humour required for our busy head office by Tower Bridge. A working knowledge of WPS.1 and Windows along with good communication skills are essential. You should have a confident telephone manner and be able to use initiative when working to deadlines. In return we offer an attractive salary.

Please send your CV in the first instance to: Paul Skiven - Baker, 22 Shad Thames, London SE1 2YU.

Secretary
£18,000 SW1

A passion for politics is ideal in this interesting & rewarding role in a parliamentary office consultancy. Utilising your 10-15+ wpm shorthand & fast audio typing skills you'll support the Board Directors by keeping diaries, arranging meetings, producing reports & handling hospitality arrangements. A level-headed person with a good sense of humour, able to work under pressure & communicate with anyone from MP's to couriers is essential.

Call TARA or JOANNA 071 630 0044, 71-75 Buckingham Palace Road, SW1

Office Angels

SECRETARY
£18,000 SW1

A passion for politics is ideal in this interesting & rewarding role in a parliamentary office consultancy. Utilising your 10-15+ wpm shorthand & fast audio typing skills you'll support the Board Directors by keeping diaries, arranging meetings, producing reports & handling hospitality arrangements. A level-headed person with a good sense of humour, able to work under pressure & communicate with anyone from MP's to couriers is essential.

Call TARA or JOANNA 071 630 0044, 71-75 Buckingham Palace Road, SW1

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Absolutely Superb Package

"Complete involvement, responsibility and scope to use your initiative" - is this beginning to sound like your next job? Working for one of the most successful companies in the City, use your excellent systems knowledge and numeracy to initiate and produce high quality reports and documents for their top clients, and quickly become a valuable member of the team. This is an excellent opportunity for someone in their 20's, with City experience, A-level Maths or Economics who wants to take the next step in their career. Call Esther Marston now on 071 377 9919.

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RECEPTIONIST
- WEST END

A fun position for a bubbly, junior receptionist who is looking to work within a friendly, young and professional environment. You will need excellent interpersonal skills and good telephone manner in addition to the ability to work under pressure, be well presented and practical. If this sounds like you please call Claire Hawker on 071 225 1888. Age Guide 20-23. (VWA Rec. Cons.)

VICTORIA WALL ASSOCIATES

SECRETARY
£13K/£15K p.a. inc. SOAS

We are looking for a well organised secretary for the Personnel Office. The successful candidate will have good secretarial and word processing skills and be able to touch type at a minimum of 60 w.p.m. She/he will have at least one year's secretarial experience. The ability to work under pressure, to meet tight deadlines, to maintain a high level of accuracy and communicate effectively are essential.

Application forms and job descriptions may be obtained from the Personnel Office, School of Oriental and African Studies, Thornhaugh Street, Russell Square, London WC1H 0XG (tel: 071-323 6180 between 10.30am and 2.00pm). No CVs or agencies.

Closing date: Wednesday 28 October 1994. SOAS is an equal opportunities employer.

CONFERENCE ADMINISTRATOR
Oxford Circus

IBC, Europe's leading business seminar company, is looking for young, intelligent, and enthusiastic Conference Assistants to join our expanding teams of Conference Organisers.

We invite applicants who can communicate well, work under pressure in an extremely busy and commercial environment, and keep to tight deadlines.

We require you to have both fast and accurate typing, the ability to spell, and a proven flair for administration. We feel that previous secretarial or administrative experience is essential. For further information please call:

Rosemary Grant or Carrie Flouiden Roberts
071 677 4383
(No Agencies)

handle

Temp Co-ordinator Music, TV, Video.
High basic + Profit share.

Within our field, we have a reputation second to none. We are not a heavy sales consultancy and our enormous success is attributed to our ability to function as an extension of our clients' HR departments. A rare opportunity has arisen for a temp co-ordinator with at least three years recruitment, personnel or related. Fiercely organized, dedicated and able to cope with an enormous amount of pressure. Ideally, you will be 25+, stylish, of good-will culture and enjoy working with a frantic but extremely loyal and supportive team.

Call Stella Walker in strict confidence.

the recruitment consultants to the media industry. 071 483 1184 for an appointment.

MEDIA - £28,000

One of the most exciting, award winning media companies based in Docklands needs a dedicated top-flight PA to work with the Managing Director. In a young creative environment, your communication skills will be utilised to the full; assessing priorities, juggling diaries, organising meetings and co-ordinating corporate events are all in the day's tasks. Never a dull moment in a demanding but fun role. Age 30-40. Skills 100/Andio/70.

DIRECTORS' SECRETARIES
071 629 9323

MERIDIAN

FUND MANAGER'S ASSISTANT & NEG
£16,500 + Bank Bens

Use your excellent secretarial skills to get involved in a research/assistant role. City investment experience. You must be used to a fast pace, enjoy pressure in this professional and be a real team player. Age: 22-28. Call Sarah Turnbull.

071 255 1555
RECRUITMENT CONSULTANTS

PERSONNEL SEC
£16,500 + Bank Bens

Fantastic opportunity to work within Personnel of an International Bank. You must be used to a fast pace, enjoy pressure in this professional and be a real team player. Age: 22-28. Call Sarah Turnbull.

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RECRUITMENT CONSULTANTS

City Elite
£20-£25,000

Are you a senior secretary wanting to join the top echelon of PA's in London functioning at MD/Chief Executive level? Your experience to date will be your entrance onto the executive floor of this prestigious City-based company. Organising board meetings, complex international travel itineraries, corporate hospitality and regular liaison with senior clients are just a taste of what is to come. If you expect a high level of responsibility reflected in a generous financial package then we have the perfect career move for you. Required skills, shorthand and any Windows package. Please call Sarah Dale on 071 377 9919.

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RECRUITMENT CONSULTANTS

SENIOR SEC/PA
- MAYFAIR

An exciting newly created role which comes with the prospect of scope and progression. The ideal candidate will be educated to a minimum of A level standard, be self motivated and have plenty of initiative. Senior level experience would be useful for this admin. orientated role. Excellent communication (written and oral) skills are essential, as is knowledge of Microsoft Word for Windows and PowerPoint. Please call Claire Hawker on 071 225 1888. (VWA Rec. Cons.)

VICTORIA WALL ASSOCIATES

PA TO MD OF MUSIC PUBLISHING CO

A major independent music and book publisher seeks an intelligent, efficient and experienced PA to support the MD in both his business and personal affairs.

Together with your excellent secretarial skills, including shorthand (80/90), you should be highly organised with the ability to juggle a multitude of tasks. Duties include making international travel arrangements and co-ordinating meetings worldwide. You will be the central point of information during the frequent absence of the MD and the ability to communicate well at all levels is essential.

You should be able to work well under pressure, have initiative and a flexible attitude to working hours.

Please apply in writing, enclosing your current CV, to:

Caroline Parsons, Music Sales Group,
8/9 Frith Street, London W1V 5TZ.

Juddmonte Farms
require a

PA/SECRETARY TO RACING MANAGER
LONDON, SW1

Juddmonte Farms is a leading bloodstock group with outstanding worldwide racing and breeding successes. As PA/Secretary to the Racing Manager, you will be concerned with all aspects of racing, including liaison with trainers, the recording of results, race entries, bloodstock sales and purchases.

You must be at ease with people at all levels, with a sense of humour, good organisational and word processing skills and a non-smoker. Shorthand and a knowledge of the racing world are essential, and reasonable spoken French would be helpful.

An attractive starting salary will be offered, depending on age, background and experience.

Please write in confidence with full personal and career details, including a contact telephone number to:

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Box No 1258, Times Newspapers,
1 Virginia Street,
London E1 5BL
(Strictly no Agencies)

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A case of medical
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And what does Wagner
mean to you? Twelve
celebrities give a brief
account of The Ring



Giving until it hurts

Rock stars still support worthy causes — but not as wholeheartedly or as successfully as in the Live Aid days, David Sinclair reports

Believe it or not, it is almost ten years since the release of Band Aid's "Do They Know It's Christmas?", the charity record on behalf of famine victims in Ethiopia, which became Britain's biggest-selling single. Written by Bob Geldof and Midge Ure, the song featured a cast of superstar performers and paved the way for Live Aid in the summer of 1985, the most momentous concert event of that troubled decade.

Now a new tragedy in Africa has sparked another round of fundraising activity in the rock world. On October 24 an all-star recording of Marvin Gaye's song "What's Going On" is released under the banner of Music Relief '94 in a bid to help the stricken people of Rwanda. And this Saturday a charity concert called "Don't Give Up Rwanda" is being organised by Gil Scott-Heron at Brixton Academy in London.

Comparisons are inevitable. While the ever-forged Geldof was able to exploit the novelty value of Band Aid to attract stars such as Sting, Paul McCartney, Phil Collins, David Bowie, Bono and George Michael, the roll-call of acts involved with the Music Relief '94 record is populated by a more modest class of celebrity. Aswad, Beverley Craven, D-Ream, Darius, Minogue, Mark King, Level 42, Paul Young, World's Apart, Mick Jones (once of the Clash, now leader of B.A.D.), Nik Kershaw, Apache Indian and a couple of chaps from Big Country, to name just some of the more readily recognisable.

So where are the big names? Some, such as Elton John, Michael and the surviving members of Queen have set up their own charitable institutions. And many continue to participate in fundraising activities: John, for example, is headlining a charity

gala featuring Sting and others on behalf of the Stonewall gay rights organisation at the Albert Hall on October 23.

But, as Kershaw recently lamented in a letter to the trade journal *Music Week*: "Unfortunately, over the years, the [music] business has built up a natural resistance to charity projects and most artists manage to find a politically correct reason for saying no."

According to John Glover, Craven's manager and one of four

Most artists find a politically correct reason for saying no

industry figures behind Music Relief '94, the objections to charity events are more practical than political. "We get literally one request a day," he says. "They want you to play a concert in Chipping Norton or Aberdeon or somewhere, make a personal appearance, draw the raffle prizes, donate a gold disc, write a song, provide a track for a compilation... If we did all of them, Bev would spend about a third of her year doing charity work. So you have to play God to an extent and decide which ones you're going to give your services to."

But it is not just the stars who are suffering from "compassion fatigue". The record-buying, concert-going public is now a far more economically strained and sceptical beast than the one that welcomed Geldof's initiative with open wallets in 1984. There have been innumerable rock-charity events since then. Most, such as the television spectacular that highlighted the plight of the Kurds in Iraq and the various Amnesty International and Nelson Mandela gala concerts, have been eminently worthwhile.

Inevitably, though, some have proved ill-considered. Who now recalls the all-star recording of "Give Peace A Chance", masterminded by Lemmy Kravitz and released, with

consummate timing, on the day that war broke out in the Gulf? And what about Roger Waters's colossal son of lumiere beside the remains of the Berlin Wall that was touted as a springboard towards raising £50 million for an international disaster fund, but, in the event, barely broke even?

Only last month a charity record called "Love Can Build A Bridge" by Children For Rwanda stalled at No 57 in the British charts, a level of sales at which most single releases would not even recoup their costs.

With fundraising virtually an institutionalised aspect of a career in rock music these days, at some point the question arises: who is benefiting, more, the artist or the charity?

"Public gestures can have a good effect, but it's not difficult for some acts to look self-serving," says Jonathan King, former pop star, publisher of *The Tip Sheet* and a longstanding critic of what he sees as the rock-charity merry-go-round. "Unless a

career is doing really well, I'd counsel artists never to donate their services if cynics might point out it could benefit them more than the cause," King says.

An anonymous writer in *Time Out*, the London listings magazine, made the case even more forcefully when referring to the "Little Pieces From Big Stars" exhibition which opened last month at the Flowers East Gallery, in which rock stars including Bowie, Brian Eno, Bryan Ferry and Paul and Linda McCartney donated paintings, drawings and sculptures to benefit the Warchild charity. "Why can't these old farts just hand over the cash instead of flaunting their tired egos by pretending what they do is art?"

With the best will in the world, the relationship between celebrity and charity is always going to be a fraught and complex one. Geldof is still better-known as the organiser of Live Aid than he is as a musician. These days neither he nor Ure talks about the subject publicly, for fear of reinforcing that link in people's minds.

"If artists are successful", Glover says, "then they do very well financially. I think it's important for them to put something back. If it's a career benefit as well, then that's the way it is. There's no doubt that the big charity concerts do promote some people's careers. But if it is making money for a good cause, then so what? Would it make the world a better place if these acts were advancing their careers without making any money for charity?"

Scott-Heron takes a simple view of the situation in Rwanda. "This is a lot of people who need help, and it's the sort of help that can be given if we make the effort," he says. "Everybody should do something and musicians should not be excluded. Musicians are just human beings, like everybody else. All we can do is make a contribution."

● "What's Going On" is released by Live records on October 24.
● Don't Give Up Rwanda, hosted by Gil Scott-Heron and featuring Jamiroquai, Osibisa, Mother Earth and Fun da mental is at Brixton Academy, London SW9 0JL-126 1022 on October 15



Not all the great charity concerts were to do with feeding the hungry. The Mandela concerts at Wembley called for and then celebrated the release of a great political figure

JAZZ: Brazil's eccentric genius

In tune with the Universe

Hermeto Pascoal QEH

ONCE dubbed by Miles Davis "the world's most impressive musician", composer and multi-instrumentalist Hermeto Pascoal describes his music as "born in Brazil, but inspired by the Universe". As if to demonstrate the literal truth of this somewhat grandiloquent claim, his first onstage act was to produce a passable solo from a kettle while members of his Brazilian band banged pipes of different lengths and pitch on the floor to provide both rhythmic and harmonic support.

Later in the evening, they even accompanied the flute of Vinícius Dorim with a quartet of squeaky toys. Coming from almost anyone else, such eccentricities might seem gimmicky or contrived, but from Pascoal, they seem perfectly natural. For this ten-date British tour he has brought with him six of his celebrated Sun Ra-like commune of Brazilian musicians to operate alternately with a big band specially assembled to interpret his extraordinary, rumbustious compositions. Steeped as Pascoal's music is in the sounds of the natural and physical world it is, nevertheless, also decidedly contemporary. His Brazilian septet in particular is basically a fusion

band, its sound firmly anchored by Ildere Zwarg's electric bass and Pascoal's electronic keyboard.

Their half of the concert provided an object lesson in maintaining fluency and irresistible momentum over the trickiest — to non-Brazilian ears — of rhythms, and in saxophonist-flautist Dorim they have a sensitive but powerful world-class soloist.

The big band also had its fair share of cogent soloists, chief among them saxophonist Peter King and Chris Biscoe, who contributed free-flowing improvisations with just the right hint of tart eccentricity about them. In pleasing contrast, Julian Argüelles and Iain Ballamy provided liquid, tender solos for the occasional contemplative piece, and trumpeter-conductor Guy Barker punched out a couple of typically vigorous but exquisitely poised improvisations over Pascoal's complex rhythms, capably laid down by the Mondesir brothers, drummer Mark and bassist Mike.

CHRIS PARKER

POP CONCERTS: Nanci Griffith puts her ingénue role firmly behind her, while Orbital give dance a good name

Country mouse and her city ways

Nanci Griffith Albert Hall

THE Texan singer-songwriter has changed greatly in the ten years since she first gained a cult following in Britain with early LPs that portrayed her as an almost-ingenue wearing bobby-sox and clenching novels by Larry McMurtry or Flannery O'Connor. She has grown up, grown older. And for Nanci Griffith that process has been accompanied by a parallel rise in profile, plus a current ability to sell out venues like the Albert Hall on three successive nights.

It has also meant acquiring the means to forgo the home-made frocks and dress for the occasion in a sleek and sophisticated two-piece. Not that she is suddenly middle-aged. At 40, she continues to look like most people's idea of 16 going on 25. But if she herself can still skip around the stage with unselfconscious ease, her music has acquired a gravitas. Rarely now does she aim for the artless simplicity of mid-1980s releases like "Once In A Very Blue Moon" or "Last Of The True Believers". A prolific recorded output has moved her steadily towards a big, high-budget sound, and her new album, *Pharos*, finds a starry cast of rock celebrities lending support to her increasingly ambitious compositions. She is not immune to nerves, however — one senses



Nanci Griffith, 40 years old and looking like 16 going on 25

that Griffith and her Blue Moon Orchestra, led by the ever-sympathetic John Hammond, were a little fazed by their surroundings on Monday. By tonight, though, they should have settled in well enough to relax and enjoy their final London show.

An extensive set pushes new material to the fore, and while the likes of "Say It Isn't So", "Going Back To Georgia" and, especially, "On Grafton Street", are strong enough, they lack a certain grace and delicacy that characterises the best of her songs. But while Griffith is clearly annoyed by the critics' tendency to dwell on her past — "Last we forgot,

ALAN JACKSON

Spontaneous combustion

Orbital Brixton Academy

Burning). "Remind" and "Walk Now..." And, in doing so, they made a sound which commanded attention.

Ordinarily, such mechanical precision might suggest a pre-programming which defies spontaneity. However, the Hartnolls are a flexible pair, capable of peppering their performance with unusual improvisations. The most unexpected ones came in the form

of a looped tape of Belinda Carlisle (the pop singer not exactly noted for her presence at the cutting edge of anything) which appears in the middle of "Halcyon".

It was written as a protest against the tranquillised serenity induced by certain psychiatric drugs, so to make too many links between Orbital's track and Carlisle would be libellous. If anything, it illustrated, clearly and without pretension, a wit containing continuing promise.

LOUISE GRAY



THE BROKEN HEART

BY JOHN FORD

Love fights for survival in a dangerous courtly world of power mongering and spiritual repression

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Iain Glen as Orgilus, Emma Fielding as Penzhen

photos by Stephen Gray

RSC

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LONDON

PHILHARMONIC ORCHESTRA: Leonard Slatkin launches a seven-concert tour tonight with a programme of Mozart and Mahler, plus the UK premiere of Arvo Pärt's *Honey and Rue*. The Infamous American duo Kathleen Battle (soprano) and John Owens (bass) are in the Queen Elizabeth Hall, 7pm. Tickets: £10-£25. (01-492 8800) Tonight and Fri. 7.30pm. Queen Elizabeth Hall (as before). Tonight, 7pm.

WHAT A PERFORMANCE: Opening night for David Sutch's satirical comedy *What a Performance* as Sir Field. William Humbert's superior sense of a comic genius, first staged at the Duff, Plymouth, earlier this year. Queen's, Shaftesbury Avenue, W1 (01-492 8800). Tonight, 7pm. Then Mon-Sat, 7.45pm; Tues-Sat, 3pm.

GRUPO CORPO: Brazil's leading contemporary dance company makes its London debut tonight. Despite its roots in Toronto and New York, the 18-strong company remains something of an enigma, its choreography ranging from the young Mozart's *Orpheus* to Brazilian ballroom. As part of a series of events, the company will be at Sadler's Wells, Rosebery Avenue, EC1 (01-278 8918). Tonight Sat, 7.30pm; Mon-Sat, 2.30pm.

BEAUTIFUL THING: Jonathan Harvey's award-winning and touching play about teenage love, gay and straight, on a London council estate. Duke of York's, St Martin's Lane, WC2 (01-492 8800). Mon-Thurs, 8pm; Fri and Sat, 8pm and 10.30pm.

DESIGN FOR LIVING: Olive Owen, Paul Fry and Rachel Wenz in Coward's *Design for Living*, a comedy of the marriage à la trois. The evening is a lot of fun though Sean Mathias' tragicomic *Design for Living* where Coward only had to be a man.

JOKING AROUND: Alan Ayckmole's black comedy about a golden couple whose generosity has a golden consequence for the world. A good revival by Robert Hurford. Greenfield, Croydon, Surrey, SE10 (01-858 7755). Mon-Sat, 7.45pm; Tues-Sat, 2.30pm. Until Oct 29.

THE MORTAL ASH: Richard Cawston's shrewd portrait of a Yorkshire family, victims of a tale of horror. Perceptive and warm, well worth seeing. Bush, Shepherd's Bush Green, W12 (01-492 8800). Mon-Sat, 8pm.

MOSCOW STATIONS: Tom Courtenay's account of a man's performance as an alcoholic lost on the Moscow Underground. A modern Offspring in the world of the city. Garrick, Charing Cross Road, WC2 (01-492 8800). Mon-Sat, 8pm.

NEVILLE'S ISLAND: Tony Slaty leads a strong cast playing a quartet of businessmen disastrously lost in the top of a team-building exercise in Ireland. Jeremy Sams directs Tim Firth's shrewd play.

NEW RELEASES

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Around the Ring in 80 words

TOMORROW the Royal Opera embarks on the longest journey in music: a new staging of Richard Wagner's *Ring*. The scale of this music-drama was unprecedented in 1876 when the four *Ring* operas were first staged as a cycle, and has not been matched since. Lasting around 16 hours, demanding the biggest voices in opera as well as a huge orchestra and colossal scenic effects, *The Ring* uses 13th-century Norse legends to tell a story that is nothing less than the history of the world in mythic form. Gods and humans struggle for power in a society divided by class and caste. Their weapons are theft, treachery and murder. And although individual acts of love and heroism bring temporary redemption, the cycle moves inexorably to an apocalyptic end.

SUCH a story is open to all manner of interpretations. Since 1945, in particular, it has become a mirror in which each new producer has reflected his own anxieties, obsessions or whims. Meanwhile, the huge paragraphs of music, grandly unfolding their coded allusions and cross-references, challenge the finest conductors. For better or worse, opera houses are measured by the quality of their *Rings*. Covent Garden will be a nervous place tomorrow.

Wagner has always inspired violently contrasting reactions. To some he is quite simply the genius who transformed opera for ever. To others his music is ponderous, his theatrical vision bloated, his proto-Fascist politics repulsive and his personal behaviour reprehensible. Indeed, it is possible to believe both viewpoints simultaneously. And because *The Ring* is so large in the history of human creativity it is a special focus of reverence or hatred. In the un-Wagnerian belief that brevity is the soul of wit, *The Times* asked a number of distinguished people to express their view of this mammoth work in just 80 words. Bravely, a dozen of them accepted the challenge.

● The *Ring* begins tomorrow with *Das Rheingold* and on Friday with *Die Walküre*, at the Royal Opera House, Covent Garden, London WC2 (071-240 1911/1665)

THE BISHOP OF CHICHESTER

Bishop of Chichester

The main theme as I see it is the whole problem of power and ambition. This is set out in mythological terms. In a production this mythology needs to be presented clearly. It is obscured when producers try to impose their own concepts upon it. The Wagner productions came close to being ideal. Yes, the story is pessimistic, though as in *The Flying Dutchman* you do get the feeling at the end of redemption achieved through love.

SPIKE MILLIGAN

Author and clown

I love *The Ring*, though I'm a Debussy and Ravel fan. They both loathed Wagner. Debussy said Wagner needed 100 people to make a theme; all he needed was a piano. But you can't help loving Wagner. He's mesmerizing. Haunting. He's a master of evocative melody. I love his thrusting orchestras. As for the plot, you can guess what's coming. It's straightforward: German Victorian melodrama. All the gods, flood, and thunder and killing. Hitler loved it. I admire Hitler's taste in music.

DESAI

Novelist

The stories are merely silly: Tolkien set to music. And the whole thing used to remind me of the kitchen scene in *Alice*, where everyone is throwing pots and pans at everyone else, the baby is yelling, the Duchess is screaming and there seems no good reason why it should ever end. But I'm becoming more open-minded and responsive as I get older. I think I am even beginning to see the point of it.

JONATHAN SUMPTON QC

Barrister

For me, Wagner's *Ring* is not an allegory of my own political and social prejudices or (God forbid) of anyone else's. It is above all a fairy story of great psychological penetration, as well as being a rich chocolate gâteau of music. I go mainly for the sensual self-indulgence, and to be reminded that the intellect and the imagination can be good substitutes for experience.

WAGNER

Novelist

Wagner is a bit modern for me. I am a Mozart opera person really. But I will go and see *The Ring*, because I love the story. It is brilliant: one of the world's great myths, a Norse *Odyssey* if you like. It somehow stays in your mind. And Wagner's music is the only music that would do for this scale of story.

ALAN HOAGLAND

1994 Booker Prize finalist

The Ring has been so much in my head and heart for half my life that I hardly know what I think of it. It has never ceased to enthral, delight and shake me, from the astounding opening of *Rheingold* (perhaps the most original work of music ever written) to the ineffable conclusion of the whole cycle. No music, with the exception of *Tristan and Parsifal*, seems to me more charged with meaning, or to reach more deeply into life.

SIR DENIS FORMAN

Former chairman, Granada Television; author of *The Good Opera Guide*

There had been nothing like it before, and there has been nothing since. It is large, it is complex, it rides through the opera house like a juggernaut. 'Not much of it is lovable, some of it is repugnant. But we know we are listening to something that is a considerable event in the affairs of mankind, and one that will stay with us to marvel at and to puzzle over for the rest of our lives.

LORD WEINSTEIN

Managing director, General Electric Co plc

I don't think *The Ring* is particularly an attack on capitalism or industry, as it is sometimes portrayed. I doubt whether Wagner was even aware of what industry was. No, the story is simplistic and crude, just a piece of neurosis, like most Wagner operas: Teutonic mysticism mixed up with ideas about a master-race. I don't understand why this one man should have had such an impact, compared with composers whom I consider far superior, such as Mozart and Haydn.



ENOCH POWELL

Politician and scholar

We need not be distracted by the absence of any logical scheme in *The Ring* from being thrilled by the grandeur of Siegfried's renunciation — his refusal, like Eliot's archbishop, to do "the right thing for the wrong reason". Wagner was preoccupied with renunciation, a preoccupation linked to his interest in Buddhism with its promise of redemption through suffering. The greatest act of which man is capable — and capable because he is man — is to choose death instead of life.

SIR ISAIAH BERLIN

Philosopher

I have never been able to persuade myself of the validity of George Bernard Shaw's theory, that *The Ring* is a drama of today and not a remote antiquity, despite the fascinating Patrice Chéreau centenary production at Bayreuth. I am far more inclined to accept the view, stated in an article (I cannot remember whose) that Wagner thought he was Aeschylus. But since I am a tremendous non-Wagnerite, my opinion about this seems to me of little value.

JUNE REDFERN

Artist

The Ring exists on so many different levels. As a painter I have always been able to see the shape of music, but Wagner defies space and time. He wrote this on the wind, in a fire or from the womb of the world. *The Ring* is packed with images; metaphysical places; sensations. You can even smell the earth, the rivers, the sky. But the sound of *The Ring*! It's physical, baptismal, sexual. You can wash yourself in it and then you cannot stop washing yourself. Play it loud!

JULIA NEUBERGER

Rabbi

I shall not go to *The Ring*, though I find the music powerful. Wagner wrote too many nasty things about the Jews. And there is an innate nationalism in *The Ring*, a glorifying in the German spirit. Wagner's heroes are tall and blonde, self-regarding. His villains are small, dark and dirty; they are the universal enemy. Those prejudices, that sense of superiority over others, is very dangerous. Wagner was the composer par excellence of the Third Reich.

CONCERT

Harps and flowers

Hallé/Nelson
Free Trade Hall,
Manchester

AFTER decades of obscurity among the less fashionable Victorian paintings in Manchester City Art Gallery, Daniel Maclise's *The Origin of the Harp* has emerged in a fresh light. It looks no better now than it ever did but, since Thomas Adès has found musical inspiration in it, its symbolism has acquired new reverberations. There is no harp in either the painting or the music, but the crux of both compositions is the moment of transformation, where the nymph of Celtic myth becomes the instrument that allows her to go harping on for ever.

That moment — signalled by pizzicato violas and cellos mingling with less clearly identifiable sounds from percussion and prepared piano — is not the most effective in Adès's *Origin of the Harp*. The opening, in which a solo clarinet protests with more passion than Maclise's pale nymph could have uttered, is immediately arresting. Interest falls away in the middle but is revived with an expressive cello melody representing, no doubt, the nymph's elegiacally musical future.

Making his first appearance in the Free Trade Hall as the Hallé's Composer in Association, Adès himself conducted his oddly assorted ensemble (three each of clarinets, violas and cellos together with two busy percussionists) in a first performance which would have been more useful if it had been designed into an orchestral programme rather than grafted onto one.

The rest of the concert was conducted by John Nelson who is having much success with Welsh National Opera's *Beatrice and Benedict* and who demonstrated that he is scarcely less persuasive with Schumann than with Berlioz. If his admirably vital interpretation of Schumann's First Symphony was not the great experience of the evening it is only because it was followed by a performance of Dvořák's Cello Concerto that must have been among the most convincing ever heard here.

Certainly, we are not likely to hear more accomplished playing from the principal of any major conservatoire than we heard from Lynn Harrell on this occasion, fudging nothing, articulating every detail and yet so unconcerned about those things that the meaning behind them was always apparent and precise in its emotional effect.

GERALD LARNER

OPERA: Touring production marred by a plodder on the podium

Little wrong that some sparkle would not fix

STRANGE that an Italian conductor should seem to have such little sympathy with Rossini, but such is the case in Glyndebourne Touring Opera's latest (and last?) revival of John Cox's 1981 production of *Il barbiere di Siviglia*.

Stefano Ranzani, a young former violinist, opts for the stodgy approach you might expect to encounter only in the most modest of provincial houses. His rhythms were lifeless, the bright colours of Rossini's scoring faded; and

Il barbiere di Siviglia

Glyndebourne

there was little sparkle, insufficient attention to elegance of phrase, and, in the end, no real sense of occasion. Can conducting this opera really be that mundane a job? More was the pity because one sensed in the playing of the GTO orchestra a measure of

flair struggling to be released. It is to be hoped that the other two operas in the season will give them a chance to show it more overtly.

Neither was Aidan Lang's renewal of the staging an unqualified success, although it had its happy moments in the buffo acting of John Rawnsley's Bartolo and in Rachel Tovey's show-stealing Berta, a hormonally overblown and snuff-addicted grown-up version of Beryl the Peril, pigtails and all.

I also liked Ann Taylor-Morley's immensely promising Rosina. She is the knowing sort rather than the ingénue, genuinely in love (or at least lust), but greedily delighting when her pretty student turns out to be a rich man.

Meanwhile, Umberto Chiummo seized every chance for caricature as the scruffy, bespectacled and pale-faced music teacher Don Basilio. Francisco Vaz's Almaviva started nervously, the voice tellingly flat in tone and pitch and refusing point-blank to negotiate every note of Rossini's demanding coloratura passages. His voice improved, although he is not yet the subtlest of singers (and has probably not been encouraged to be so by this conductor). His acting is often stiff and uncer-



William Dazeley is a somewhat stiff Figaro, but John Rawnsley's Bartolo is a highlight of *Il barbiere di Siviglia*

tain, although he warms to his two impersonations. William Dazeley's aply rascally Figaro bore a Blair-like fixed grin, and his movement and facial expressions were a little stiff. But he sang with a lovely rich, round sound.

William Dudley's designs, based on two-dimensional cut-

FESTIVAL: Another instalment of Mahler

Gift of myrrh in clouds of incense

YURI Bashmet, who has given the viola the high solo profile more often enjoyed by the violin or cello, once described it as "the mystic of the family", a label that perfectly suited its contribution to a pair of London Symphony Orchestra programmes on consecutive nights. They began with the premiere of *The Myrrh-Bearer* by John Tavener, commissioned by the London Symphony Chorus in order to feature Bashmet as soloist.

Securely conducted by Stephen Westrop, the chorus director, it is a sustained, vocally dramatic cantata derived from Tavener's favoured Byzantine sources, contrasting the solo viola impersonating Mary Magdalene with congregational outbursts from the chorus over a continuous vocal pedal. The interweaving of instrument and voices, supported by only two bass drums and gong, has a mystical quality with the viola sounding more meditative than narrative, spinning a long, sinuous line notable for the beauty of its thought.

Bashmet was heard again in *The Viola in My Life IV*, by the American Morton Feldman who died in 1987. Again a mystic quality was suggested as the soloist teased out a wistful song, mostly muted, against

LSO/Tilson Thomas

Barbican Hall

an equally subdued orchestra. Here the conducting of Michael Tilson Thomas had more sensibility than his piano accompaniment to the soprano Renée Fleming and the beguiling clarinet solo of LSO principal Nicholas Rodwell in Schubert's *Shepherd on the Rock*.

That found an incongruous place in the programme, as if Tilson Thomas was afraid his conducting was not enough. Nor was it notably adequate for No 4 in his cycle of Mahler symphonies with the LSO. His approach to Mahler seems to be a matter of living for the moment, and never mind if this or that passage ties up with anything that follows. His erratic shifts of gear disrupted much of the first movement's progress, and the following scherzo was neither sufficiently cutting nor sinister, spinning a long, sinuous line notable for the beauty of its thought.

Noel Goodwin

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Tick here for quality management

From dating agencies to ready-mixed concrete, Nick Bryant traces the impact of Britain's quality assurance scheme

In 1979 the Ministry of Defence, mindful of the need for high standards of production from its contractors, published the quality standard BS 5750. The standard was soon being used by engineering and manufacturing companies, and then it was taken up by such diverse sectors as the legal, education and health professions.

Now, somewhere near 28,000 British companies (and 45,000 worldwide) bear the BS 5750 seal of approval, the world's bestselling standard, ranging from giants such as British Telecom, ICI and BP to smaller, family-run businesses, and to public bodies such as the Metropolitan Police and NHS hospital trusts.

Rather than being a product standard or guarantee of product quality, the BS 5750 for BS EN ISO 9000, as it has been renamed this year, was designed to ensure a consistent quality management system. Thus, the emphasis is not on inspecting products for faults at the end of business process, but on ensuring that errors do not occur in the first place.

To gain approval, an organisation will first document a quality system, detailing all the procedures involved in the production of its product or service, after which an assessment is arranged to see



Paul Hewlett: seeking integrity

whether the documented procedures are actually being implemented. Regular audits ensure further compliance.

For the Castle Mead Health Centre in Hinckley, Leicestershire, the first general practice in this country to achieve registration to the BS 5750, it has meant phones are normally answered within four rings, prescriptions made out within 48 hours and patients rarely waiting longer than 20 minutes. Should it fail to reach these benchmarks, the practice, with its four doctors and 15 support staff, will have fallen short of the standard, and each failure will be recorded and discussed at the next practice meeting.

When in 1991 the Castle Mead practice decided to begin the registration process, its aim was to draw up clear guidelines and procedures. As practice manager Pat Sayers explains: "Before we adopted the standard there was no way of knowing how jobs were being done. The effect of quality management has been obvious. The practice has become far more effective."

The advantages of gaining BS 5750 are clear — in certain sectors, most notably the construction industry and public sector, it has become a prerequisite for tendering for key contracts. In a recent study by Lloyd's Register Quality Assurance, 64 per cent of companies with BS 5750 approval reported an increased ability to tender for work.

As a marketing tool, BS 5750 also attracts new custom, as Sirius, a high-class dating agency registered to the standard in March this year, has discovered. Kate Corbett, managing director of the Cheshire-based agency, says: "The type of people we want to attract to our agency will instantly recognise what the award stands for."

Equally important, the standard can improve the internal efficiency and morale of a company. A report in 1992 showed that companies without BS 5750 were 35 times more likely to go out of business than those with it.



Pat Sayers, a Leicestershire practice manager, says the practice has become far more effective

Derek Prior, communications director of the British Standards Institution, BSI, says the standard does not set out to dictate how companies should be run, but is simply a commonsense approach from which any company can benefit. "It helps to set up management systems and makes companies focus upon the needs of the

customer. It is all about building in quality. Another crucial advantage is that mistakes are spotted and ironed out before they happen. The savings can be colossal."

The success of BS 5750 has resulted in it becoming the model for the international standard, ISO 9000, and the European standard, EN 29000. The July name change

to BS EN ISO 9000 was intended to remove any confusion between the BS 5750 and its international equivalents.

Despite the change in title, there are a few additional requirements for firms seeking the BS EN ISO 9000. What changes there are mainly help to clarify the clauses of the standard and facilitate its use in

all organisations. The changes are also designed to reduce technical jargon and make the new standard more user-friendly.

Since 1984, it has been the job of the National Accreditation Council for Certification Bodies to maintain high standards within the certification bodies themselves — or to act as watchdog of the watchdogs. The NACCB assesses the independence, integrity and technical competence of the UK certification bodies which apply for accreditation, and then makes its recommendations to the President of the Board of Trade, who finally decides which certification bodies are entitled to bear the distinctive trademark of the NACCB, a tick (signifying approval) and crown (signifying the State).

Paul Hewlett, the secretary of the NACCB, says: "The NACCB is there to guarantee the quality of the certificate. What we are looking for is independence, integrity and competence. No one interest should predominate on the governing boards of the certification bodies."

There are 39 British certification bodies, who can display the crown and tick logo of the NACCB. They range from the obvious, such as the BSI Quality Assurance and National Quality Assurance, to more esoteric bodies, including the National Approved Council for Security Systems and the Loss Prevention Board to the Quality Scheme for Ready Mixed Concrete.

Do it yourself or call in the experts

Gaining approval, or registration, to the new standard BS EN ISO 9000 is, in theory at least, relatively straightforward. In practice, however, it can be a drawn-out process, sometimes lasting over a year.

Each applicant, after looking closely at the product it manufactures or the service it delivers, will first document a quality system detailing all the procedures involved in its production. These procedures will be in accordance with the various clauses of the standard. This process may involve an outside consultant, who will advise how the specific requirements of the standard are to be met.

For David Kent, who runs

an architectural practice in Bath registered to BS 5750, this involved drafting a quality manual describing the structure and content of the quality system, and a procedural manual defining the procedures for designing, controlling and undertaking services and for the administration and maintenance of the quality system.

As Mr Kent explains: "We looked closely at how the

practice was run, and our quality system covered all aspects of the business, from ensuring that our technical library was up to date to making sure that all measuring equipment used by the practice was maintained in a known state of calibration."

Having put their quality system in place, firms will receive an assessment visit from the relevant certification body. Even when a company has achieved registration to BS EN ISO 9000, assessors carry out regular visits to check that the quality system continues to identify activities demanding acquired skills and provide the required training.

Advice for companies seeking the standard can be gained from a number of sources. The first option is to approach the Department of Trade and Industry-approved consultant, which is perhaps the safest way, but almost certainly the most costly. Charging up to £300 a day, DTI-approved consultants usually remain with the client for 20 days — although the length of the assignment will vary. Independent consultants, often retired businessmen who have gone through the registration process themselves, represent another option. They are usually cheaper than DTI-approved consultants.

A third alternative is to undertake a training course run by local training and enterprise councils (TECs), chambers of commerce or trade associations. These may run for five or six nights, usually spread over a month, and cost around £1,000. The final approach is to do-it-yourself with self-help manuals providing a step-by-step guide to registration.

Patricia O'Rourke of the BSI says the most important thing is to seek advice from consultants, or other advisory bodies, who have experience of your specific line of business.

Information on certification bodies from the National Accreditation Council for Certification Bodies (NACCB) (071-233 7111)



David Kent won approval for his architectural practice

David Kent won approval for his architectural practice

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Small beer, large gain

How a farm business won certification from a quality giant



Jeremy Boxall tests hops

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A new quality awards scheme is giving companies an extra incentive

Points for prizes

The term Total Quality Management is familiar to almost every manager committed to business excellence. Indeed, such has been the widespread appeal of this customer-based philosophy that it seems almost unnecessary to set up an organisation whose central aim is to promote its further use. Yet the British Quality Foundation was established in 1992 to do just that, and has become an authoritative voice for the corporate development of quality in this country.

The BQF provides advice and services to member organisations, nurtures links with bodies such as the CBI in order to consolidate support for business quality, and encourages foundation members to disseminate knowledge from their own experience to other companies.

Malcolm Franks, chief executive of the BQF, says the

promotion of total quality management is crucial if British companies are to compete in the global marketplace, and if present standards of living are to be maintained, let alone improved. "Recent surveys show that, while this country has some world-class companies, many have to make enormous strides to become competitive. The need for improvement is equally evident

in the public sector," he says.

To accelerate this process, the BQF has recently launched the UK Quality Award, which, says Mr Franks, will "recognise examples of excellence, set benchmarks for others to emulate and promote self-assessment as a means of improvement". The awards will be based on a nine-element model, encompassing leadership, people management,

policy and strategy, resources, processes, people satisfaction, customer satisfaction, impact on society and business results.

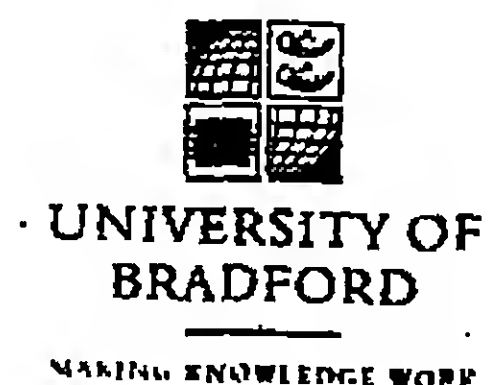
THERE are two categories of award, the first for large firms with more than 250 employees, and the second for small companies with fewer than that number. Entrants will gain "considerable benefit" from external objective assessment. Companies not entering may use the nine-point model for self-assessment.

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The big five bow to the little people

This time last year, the battle lines were clearly drawn between small businesses, represented by the Federation for Small Businesses, and most of the 39 certification bodies accredited by the NACCB. Chief among the concerns of small businesses was the cost and complexity of the registration process. The fees of consultants, normally around £300 a day, were considered high and their recommendations often called for improvements in management systems, such as the employment of extra staff or deployment of new technology, which small firms simply could not afford.

The problems did not end with registration. According to the FSB, each year its members were forking out millions of pounds in on-going assessment and annual accreditation fees—sometimes up to £5,000 per company per year. And with the BS 5750 having become a prerequisite for firms tendering for certain government, local authority and even private contracts, small businesses were confronted by a classic "Catch 22" situation of being unable to afford registration, and yet unable to compete without it.

Faced with what some small firms considered the prohibitive expense of registration, many therefore turned instead to independent assessors, regulated by the International

Mounting criticism on costs has persuaded the certification bodies to tailor a cheaper package

Registration Board (itself managed by the Institute of Quality Assurance), but not accredited by the NACCB.

The situation has been diffused somewhat as a result of the efforts from the certification bodies to offer a better deal to small businesses. Assessors increasingly are using their discretion, having accepted that small firms find it difficult to meet certain standards.

The so-called "big five" certification bodies—BSI Quality Assurance, Bureau Veritas Quality International Ltd, Lloyd's Register Quality Assurance, National Quality Assurance Ltd and SGS Yarsley International Certification Services Ltd—have simplified the registration process and are now offering a cheaper package to small businesses.

As Ayo Martin, business manager at Lloyd's Register Quality Assurance, explains: "A quality management system can be approved for as little as £1,600. We want small businesses to know that we have listened to their concerns and addressed the issues relating to cost and practical implementation."

More specifically, LRQA assessors have been trained to

understand and respond to the needs of small firms, and both the reporting structure and assessment process have been streamlined. Like LRQA, SGS Yarsley International Certification Services has launched a new package for small firms, with a monthly payment option to help to defray costs, and a self-assessment questionnaire so that small firms have a better idea of when they are ready for formal assessment.

As Peter Marriott, operations director of SGS Yarsley, says: "This is not a second division scheme. It provides the same certification, but a different way of getting there."

Colin Baker of the FSB accepts that certification bodies have tried hard to address the concerns of smaller clients, but says there is still some way to go. "What they have to realise is that if you aim

standards at the lowest common denominator, the larger companies can crank them up." He also says that too many companies are asking for proof of BS 5750 before placing orders, placing an unnecessary burden on small firms.

Yet Mr Baker is confident that, with increased competition between the certification bodies, prices will get lower and the level of service will further improve.

Rob Elliott, managing director of Wren Electronics, an Uxbridge-based company which produces fibre optics for the telecommunications industry, says the new services on offer represents a vast improvement on previous registration processes.

"After experiencing difficulties in our early attempts to gain certification, we found the new process much more user-friendly," says Mr Elliott.

"Previously, the process was loaded with paperwork, and all of us were surprised to see that much of that had been done away with."



Robert Elliott (left) and Nigel Holloway of Wren Electronics found the new process "much more user-friendly"

Making the change painlessly

John Oakland explains how firms can embrace the new philosophy

The concept of total quality management (TQM) is basically very simple. Each part of an organisation has customers, whether within or without, and they need to identify what the customer's requirements are, and then set about meeting them. These factors form the basis of a total quality approach.

This requires three hard management necessities: a good quality management system, tools such as statistical process control (SPC), and teamwork. These are complementary in many ways and they share the same requirement for an uncompromising commitment to quality.

This must start with the most senior management and flow down through the organisation. Having said that, teamwork, SPC or the quality

The key to success is to align the employees' roles and responsibilities with the organisation and its processes. This is the core of business process re-engineering (BPR), or total quality alignment. When an organisation focuses on these key processes rather than on abstract issues such as "corporate culture", the change process can begin in earnest.

An approach to change, starting with the organisation's vision, goals and mission, analysing the critical success factors and moving on to the key or critical processes, is the most effective way to ensure an enduring change process. Many change programmes do not work because they begin by trying to change the knowledge, attitudes and beliefs of individuals.

What is required, however,

It is not possible simply to 'graft' the techniques on to a poor quality system

is virtually the opposite process, based on the recognition that people's behaviour is determined largely by the roles they have to take up. If we create for them new responsibilities, team roles and a process-driven environment, a new situation will develop

that will force their attention and work on the processes. This will change the culture. Teamwork has been an especially important part of TQM, in bringing about change in the organisations mentioned above. If changes are to be made in quality, costs, market, product or service development, close co-ordination among the marketing, design, production/operations and distribution groups is essential. This can be brought about effectively only by multi-functional teams understanding their inter-relationships.

BPR challenges managers to rethink their traditional methods of doing work and to commit to a customer-focused process. Many outstanding organisations, including Hewlett Packard, have achieved and maintained their leadership through process re-engineering. Other companies using these techniques, such as Kodak and Rank Xerox, have reported significant bottom-line results, including better customer relations, reductions in cycle time to market, increased productivity, fewer defects or errors and increased profitability.

A well-operated and documented quality management system provides the foundation for the successful application of techniques and teamwork. It is not possible simply to "graft" these on to a poor quality system.

In several large organisations, such as Exxon Chemical, Prudential Assurance, BP Chemicals, Unilever Companies, National Westminster Bank and ICL, in which total quality management has been used successfully to effect change, the senior management did not focus on formal structures and systems, but set up process management teams to solve real business or organisation problems.

● The author is Exxon Chemical Professor of TQM, University of Bradford Management Centre



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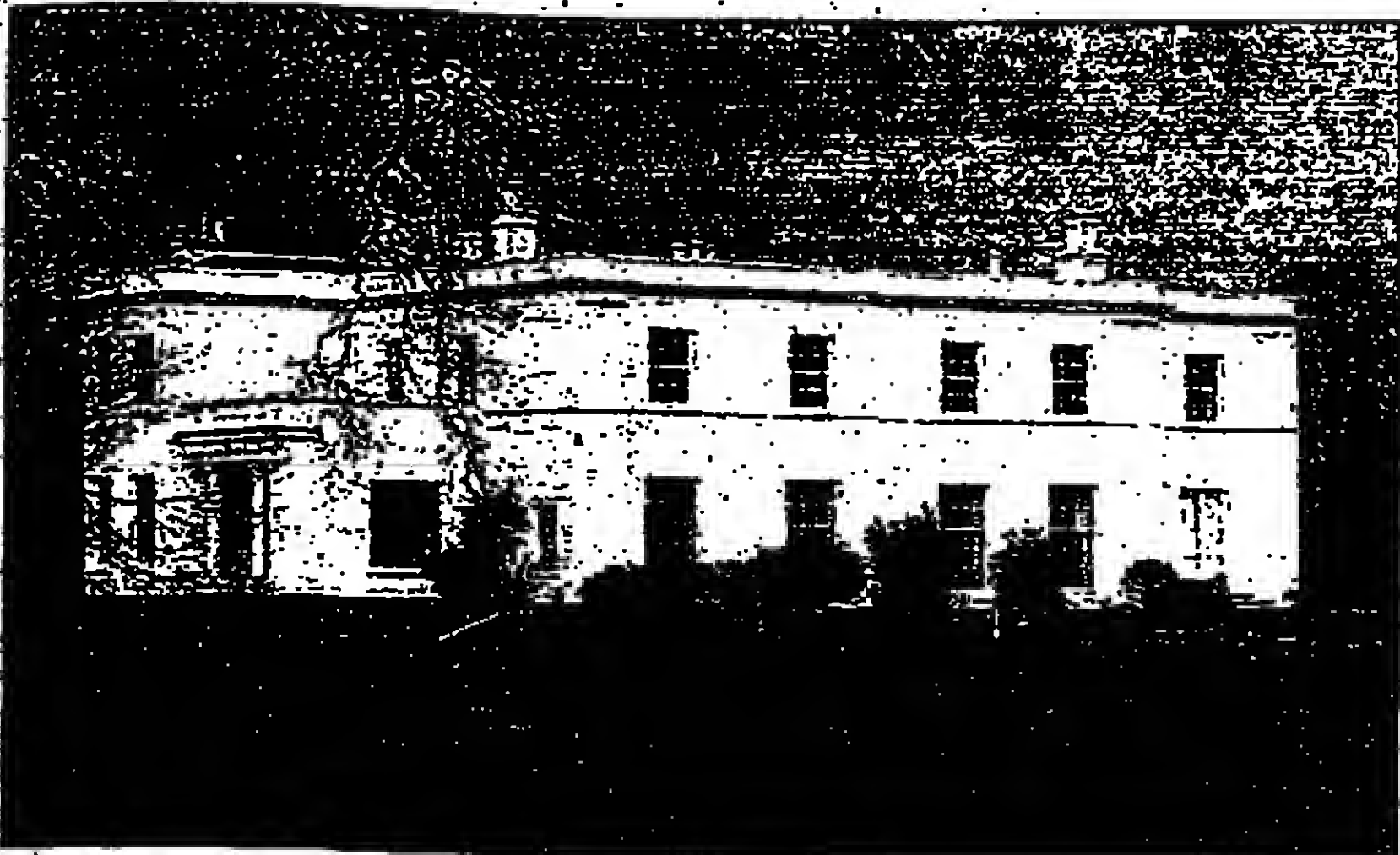
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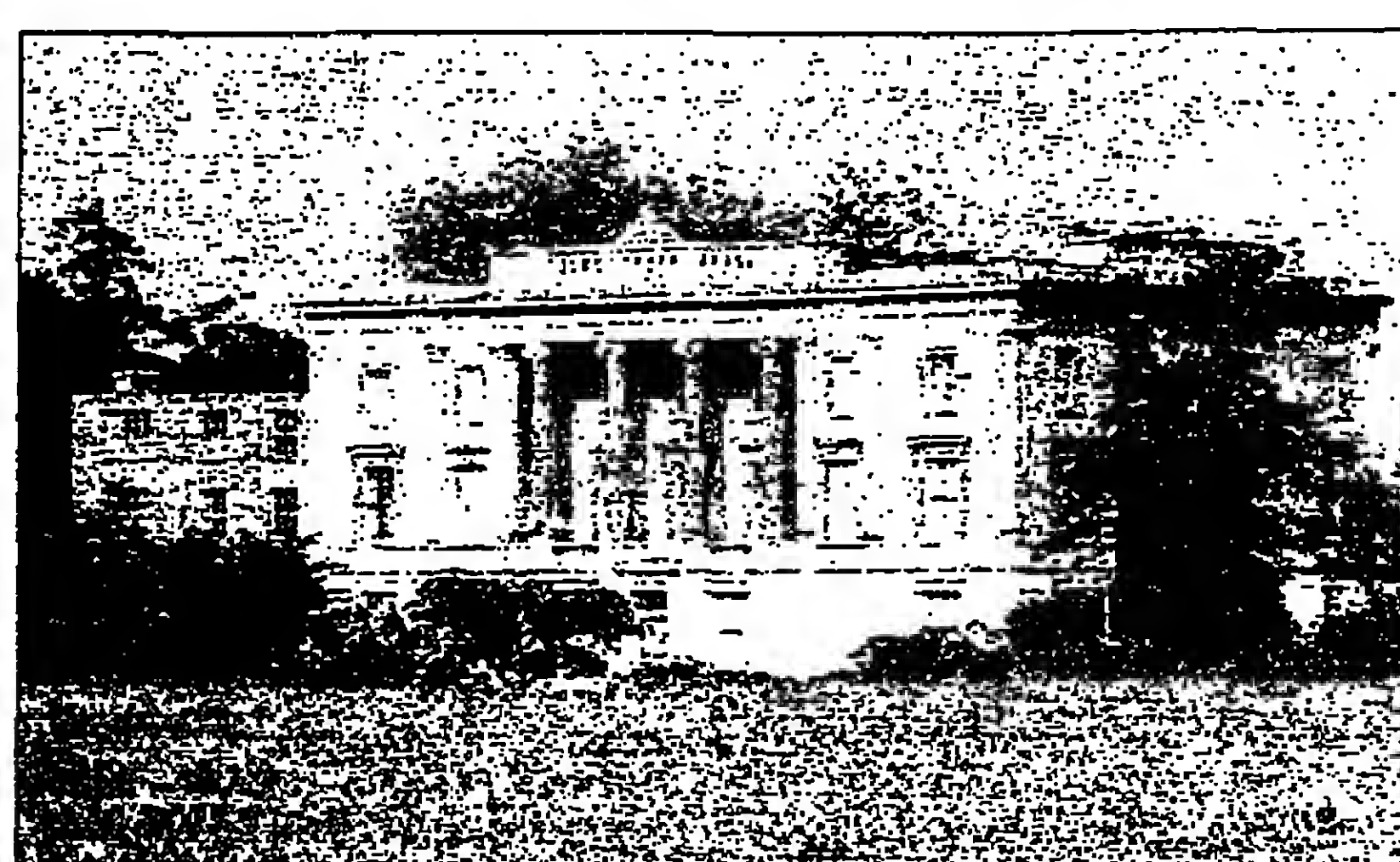
TM1



Homes, sweet homes again: Maisemore Park housed agriculture students



Cosgrove Hall was used for 20 years as showrooms for antique furniture



St Michaels in Sussex was home from 1946 to an independent girls' school

School's out, but the converters are back in

Buildings which for decades have echoed to the sounds of Latin prep and the ten times table are once again becoming family homes. Estate agents report that the shortage of property on the market is leading to the conversion of schools and institutions back to their original residential use. Examples include Wardour Castle, formerly home to Cranborne Chase girls' school, which was sold last year and has now been converted into flats; and Maisemore Park, near Gloucester, with 100 acres, which was previously used as student accommodation for Harbury Agricultural College near by. The white Georgian house with its seven bedrooms was sold recently to buyers who plan to restore the house to a family home, after a two-year search. The new buyer, who prefers to remain anonymous, praises the house's architectural proportions, and the "feeling of grandeur about the place."

Other examples of the switch from institutional to residential use include Cosgrove Hall, near Milton Keynes. For the past 20 years it has been used mainly for the display of antique furniture. It has now been sold for more than £1 million to an expatriate Briton who plans to return it to private use.

The reason for such interest is the dearth of attractive property for sale. The number of annual proper-

The shortage of property has sparked fresh interest in turning institutions back into family homes; Rachel Kelly reports

ty sales is now approximately 1.2 million compared with two million a year at the height of the boom in the late 1980s, according to government figures.

Homeowners remain reluctant to sell, moving only when they have no choice, says James Laing from Strutt & Parker. "Low inflation means that people are not making as much money as they used to on the sale. In addition, during the recession many sellers found that their houses took so long to sell that they are reluctant to move again. Then there is the fear of negative equity."

Hence the unusual popularity of former schools, residential homes and offices in what were once fine country houses. Mr Laing says: "Homeowners frustrated by a long search for attractive property are prepared to convert back such properties."

Often buyers have been searching for months for a suitable new home, and have found that conventional houses with nice features are

selling quickly and often for more than the asking price, according to the latest housing market survey from the Royal Institution of Chartered Surveyors.

Buyers are especially attracted to the spacious rooms available, says Nigel Tursley, who has created a Wardour Castle, home around a central rotunda, and is converting the top floor of the house into three new flats to let for around £20,000 a year each.

Mr Tursley says there has been a very strong interest both nationally and internationally in the property since it went on the market in September.

But potential converters may find the costs high. "Renovation was a weighty task at Wardour Castle as Mr Tursley had to undo all the terrible things schools do to beautiful properties," says Barbara Lanchard, from the agents John D. Wood.

Renovation has cost £1.5 million so far, but this does not include

essential work to the grounds and courtyards. This is expected to come to a further £500,000.

Developers are capitalising on the trend. A school house in Pages Walk, in London SE1, has been converted by the developers Pearl Property into 58 flats. Such conversions are attractive to homebuyers as the developers are careful to keep original architectural features such as the Victorian tiles, windows and wooden floors of the school house.

Fairbairn homes has divided Parley Castle, near Wokingham in Berkshire, into three houses, converted at a cost of £300,000. The house has been a hotel and, more recently, a school. In 1958, a Miss Woolley adapted the house to become the Hephastios School for handicapped children, which it remained until 1988. All the homes have now been sold.

Savills have already had much interest from private buyers in another former school, St Michaels, near Petworth in West Sussex, on the market for £2 million. Within striking distance of London, it is set in 150 acres of grounds with a 20-acre lake. From 1946 it was home to an independent girls' school, and a buyer would have to bulldoze the ugly modern accretions built to accommodate the girls. Nick Sweeney from the agents cautions that the building is Grade I listed, and any alteration would need sympathetic handling.

'Schools do terrible things to beautiful properties'

Historic mill finds new life

FOR years one of Britain's earliest examples of an industrial building, in Devizes, Wiltshire, has been allowed to slide into dereliction.

John Anstie built his mill in New Park Street in 1785 to supply silk to the French aristocracy, and went bankrupt in 1793. Employing some of the first spinning jennies and identified as a forerunner of industrial buildings, Mr Anstie's mill was later used as a militia store, pothouse and, most notably, as a snuff and cigarette factory.

Tobacco production ceased after the last war, and part of the site was later used as a printing works. But by the 1980s, the factory was in a dangerous

condition. Anstie's original three-storey building is listed Grade II* (the remainder of the site is simply Grade II), and the local authority, Kennet District Council, has acted for English Heritage in the statutory obligation to secure the mill's best interests.

Over the years, different speculative owners, a scrap dealer among them, presented the council with numerous unacceptable solutions, including demolition, while the buildings rapidly deteriorated.

Then in 1992, the Midlands-based Focus Housing Association made Kennet an offer it could not refuse. Prevented from building council houses since 1988, Kennet has 1,600 households on its waiting list, and is heavily dependent on housing associations for the provision of new social housing.

Focus proposed converting Anstie's factory into 27 flats and cottages, and in return for a council grant of around £500,000 towards acquisition and development, Kennet would be able to

nominate the tenants. The council accepted that residential use would involve making some alterations to the building's interior, but Ian Lund, Kennet's conservation officer, believes that Focus has not adversely affected the factory's architectural integrity.

"Metropolitan in scale and classical in shape, this is an important building," Mr Lund says. "The compromise has been in the sub-division of the floors into housing units, and in the insertion of a concrete stairwell. But this is a very sympathetic renovation."

The architects who executed the £1.4 million conversion, Bruges Tozer of Bristol, have built essentially new structures behind old façades in areas of the site away from the main building. The star status of John Anstie's factory is, however, acknowledged by Richard Swann, the architect.

"The importance of the building is in its historical significance," says Mr Swann. "This was the first time lines of machinery were assembled in one space, rather than work being scattered under the cottage industry system, and we paid great attention to the detailing — we tried 12 different mortar mixes, for instance, and were at pains to ensure the ironwork was authentic."

Work on Mr Anstie's fine building has been completed in barely a year, and the first tenants are moving in this week. Kennet Council is to be congratulated on an outcome that serves the architectural heritage of Devizes as well as the practical needs of its citizens.

DAVID LOVIBOND



Modern homes grace an 18th-century mill

Homes that pack 'n' go

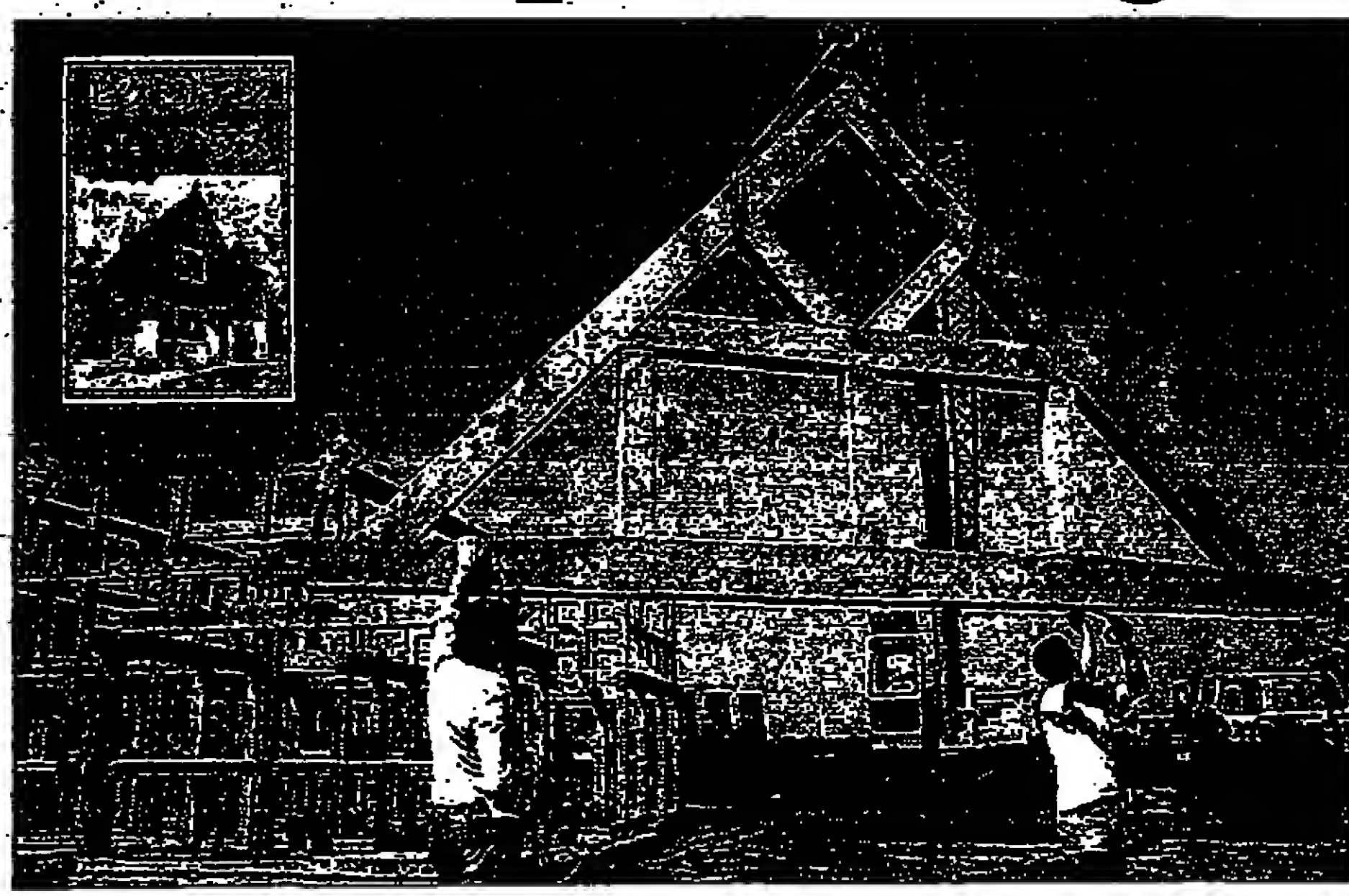
Christine Webb on the foreign demand for English-style houses from a kit

British firms are attracting eager foreign custom for a lightweight export — entire British homes. The homes, mainly in kit form, are being dispatched all over the world.

They vary from top-of-the-range "old English" dream mansions, to the 3,000 apartments and houses ordered by the military chiefs of a West African country for service families.

Pretty Victorian-style clapboard houses, designed by Border Oak, a Herefordshire firm, are being snapped up in America, where they mirror the local homes of yesteryear. Five similar houses, ordered by Bears Co Inc in Tokyo, are expected to go down so well that a further 300 orders are being lined up. With its houses selling at £65,000 to £85,000 each, Border Oak could make £23 million.

These houses are built in large panels that are shipped out flat and can be pieced together in weeks. They will boast Victorian-style fireplaces, baths, lights and tiles



Above, oak frames are positioned. Inset, a Japanese brochure for an English house

imported from Britain, but will include an alcove for a Shinto or Buddhist shrine in a tatami room.

Also helping to satisfy a hearty Japanese appetite for British goods is Senko Sangyo, a Japanese company which was already importing timber-framed homes from Preston-based Prestoplan Homes. It has asked Custom Homes of Redhill, Surrey, to build a Tudor-style four-bedroom property as a show home alongside a new, traditionally Japanese property in Takamatsu.

By coincidence, Custom had been asked to create another British exhibition house at a prime site in Antwerp. Everything about the £600,000 house is from the UK, including the car and horse trailer parked in the drive.

Individual houses from the Bedfordshire-based Porton Homes' impressive Heritage range have been shipped to America, Luxembourg, Cyprus and France, while more local designs have been used for villas in Egypt and Israel. In Russia there has been such a huge demand for

anything from hotels to factories, as well as housing, that Porton is setting up a factory there, while building 12 show houses outside Moscow. "They want the technology to build timber-framed houses," said John Blyde, group chief executive. "We're even taking our sewage plants out there. We've been around for 30 years and our system has been thought through and de-bugged over the years. Our houses can be erected by fairly unskilled labour within two weeks, which is a huge advantage."

Little cheer from latest figures

HARDLY any of the latest statistics about the market have good news for investors, Rachel Kelly writes.

First, the Halifax said that house prices are likely to remain depressed until next spring. The country's biggest building society reported a 0.1 per cent rise in September — but prices were still 0.7 per cent lower than a year ago. Any recovery, the Halifax said, would be significant only if consumer confidence grew and so long as interest rates did not rise again. The 0.1 per cent rise in September came after a 0.5 per cent fall in August.

Gary Marsh, head of corporate affairs, said: "House prices are back to their August 1993 level, after peaking slightly in February and March." But low consumer confidence, continued City speculation about base rates and subdued mortgage-lending figures suggested there would be no seasonal pickup. He said: "It is now unlikely that we shall see a significant recovery in the market before next spring."

Real recovery is not likely before next spring

Worse news came from the Nationwide Building Society's latest monthly house price survey, which is based on a different sample and — unlike the Halifax's — is not seasonally adjusted. It recorded a 2.9 per cent decline in prices in September, making the average price of a house £53,918 — £1,617 lower than in August.

More gloom came from the National Association of Estate Agents. The association said that last month's half-point rise in the base rate knocked the housing market sideways. Seventy per cent of estate agents questioned thought the market would remain static for the rest of the year.

Eva Lomas, the association's president, said the half-point rise, though

small in itself, had led to a disproportionately large fall in confidence among housebuyers and sellers. She added: "Though interest rates are still at historically low levels, the improvement in the economy is not being translated into confidence among the public."

The survey showed a fall in the levels of inquiries, viewings, offers and completions compared with those of August. Only 20 per cent of agents reported an increase in inquiries.

A glimmer of hope came from the association's regional reports, which showed good markets in London, Northern Ireland and East Anglia.

Another promising glimmer came from Bank of England figures which showed that overall mortgage lending in August by banks, building societies and other specialised lenders increased modestly. Gross lending rose to £4.6 billion in August, compared with £4.5 billion in July and £4.4 billion last August. Net lending edged up to £1.6 billion from £1.4 billion the month before.

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Venables puts his trust in England's maverick playmaker

Le Tissier
at last gets
a stage for
his talents

By ROB HUGHES, FOOTBALL CORRESPONDENT

MATTHEW Le Tissier's moment has arrived at last. At Wembley tonight, against the unpredictable talents of Romania, England's very own maverick finally starts a match for his country, two days short of his 26th birthday.

The Southampton playmaker and top goalscorer is included in a side that gives a debut cap to Robert Lee, a recall to Ian Wright, and the captain's armband to Tony Adams. But it is the class of Le Tissier, the faith in quality, that brings a frisson of anticipation to what could

That depends on players, and England is short of creative players.

Exactly so. Now, ten months and five internationals later, Venables introduces Le Tissier, the most obviously talented player in the land yet to win a full cap. "Matt is an obvious talent," Venables agrees. "It's there for all to see, the way he creates and scores. But the clamour has been hysterical. I have had to be calmer because I know the gap from the Premier League to international football is a huge step."

The idea that Venables was nursing Le Tissier, the thought that his chance arrives principally because Beardsley and Anderton are injured, do not hide the impression that the England coach has been reluctant to trust Le Tissier for a full 90 minutes. Now, Venables asserts that his maverick is ready, that he detects a hunger within him to get out onto the stage and prove his time has come.

Le Tissier scored 25 of 39 Southampton goals last season, and in four out of five seasons outscored everyone at the club, even Shearer when he was there. On top of that he imprints on a game an expression of beauty and mastery of the ball. His industry can be wasted on his club colleagues; with better players around him, it ought to be more profitable.

Speaking of profit, there was speculation yesterday that Manchester United would happily relieve Southampton of Le Tissier in exchange for £5 million. Nothing doing, the south coast club says. Its director, Lawrie McMenemy, insists that Le Tissier is without price, that the club intends to build around him. Indeed, it was McMenemy, who never seemed to prompt Graham Taylor to select him for England, who said at the weekend:



Le Tissier and Wright celebrate their inclusion in the England team to play Romania at Wembley tonight

now be an audience in excess of 50,000. Nobody knows how the Guernsey-born stroller will take to the international stage, just as nobody can be sure whether Romania will be in the exultant form that defeated Argentina at the World Cup in July, or the desultory Romanians who mustered not one shot on the French goal in Paris on Saturday, a team content to play out a soulless and scoreless draw. But it is high time England found out about Le Tissier.

At the start of this year, when Terry Venables became coach, Jimmy Armfield, the Football Association's professional adviser, pleaded: "I hope people leave him to get on with the job of selecting a squad and a pattern of play..."

"Matt's been in that category of player who seemed to move only when he thought something was going to happen. We told him that he's got to move into other positions, to become more mobile and become more involved."

Shearer to run wide to the flanks, attempting to draw the compact Romanian defence open so that Le Tissier and Lee can exploit the openings. However, the strong seam of caution that runs through Venables's vocabulary, he has for the breathtaking counter-attacks of Romania, require also responsibility and discipline. Adams, his new leader, will organise it from the back; Ince will be the anchor in midfield; Barnes,

with his relatively new appreciation of defensive awareness at Liverpool, will provide it on the left. Of course, if the mood takes them, the Romanians will not stand idly by. Much rests of the frame of mind of George Hagi. He was subbed in Paris, but at the World Cup his left foot was the most devastating tool on view. But it is impossible to tell how much the summer, with its adulation and financial rewards,

has sated them. Their victory over Argentina was described by their coach, Anghel Iordanescu, as "the greatest event celebrated by our people since the revolution."

Clubs accused
of failing
to carry out
safety measuresJohn Goodbody previews a television expose
of how football clubs are disregarding
the recommendations of two investigations

Allegations about the safety at several English football grounds are made in a television programme to be broadcast tonight.

In a wide-ranging expose of precautions and practices, the programme finds flaws at Premiership and Football League clubs, despite the recommendations on safety by Mr. Justice Poplewell after the Bradford fire in 1985, when 56 people died, and Lord Justice Taylor after the Hillsborough disaster in 1989, when 94 people were crushed to death.

By secretly filming activity at grounds since this season began in August, *Disasters* shows that combustible waste sometimes "accumulates under wooden stands, that some exit gates are still locked and unattended, while stewards can be more concerned with watching events on the pitch than supervising the crowd."

In an interview, Mr. Justice Poplewell says: "It is said, even rather frighteningly, that the lessons that have been so painfully learnt at Bradford and Hillsborough have been so readily forgotten."

In the film Mr. Justice Poplewell accompanies the interviews of the Channel Four programme to Sunderland in the first division and said he was "absolutely horrified" to see that stewards and spectators were smoking in a wooden stand.

cept what Mr. Justice Poplewell recommended. The documentary also criticises the stewards at many grounds, with many of them preferring to watch the game rather than to observe the crowd or man the exit gates. The *Green Guide to the Safety at Sports Grounds* states: "It should be emphasised to stewards that they are employed to assist in the safe operation of the ground, not to view the activity taking place."

However, at Portsmouth, there is filming of stewards watching the games for long periods, and also of untrained staff given John Deacon, the vice-chairman of the first division club, said to the interviewer: "I think you have highlighted certain issues that we have obviously have got to sit down and look at."

Deacon said that he believed the club had "adequate stewarding" and emphasised: "We do take our safety requirements seriously."

The local authorities are the arbiters of safety under the 1975 Safety of Sports Grounds Act and they issue safety certificates to the individual clubs. Under the 1999 Football Spectators Act, the Football Licensing Authority has an overview role about the granting of certificates.

Not all clubs are criticised. Doncaster Rovers are praised for paying their stewards, although the third division club has little money. They also have signs in their wooden stands forbidding smoking. The documentary also shows how even simple safety features, like exits being clearly being marked, and gangways to exits being a different colour from the surrounding seating areas, are frequently ignored.

Disasters will be shown on Channel Four at 9pm tonight.

Clay-court specialists pose difficult Davis Cup hurdle

By STUART JONES
TENNIS CORRESPONDENT

GREAT BRITAIN may not yet have reached the nadir in the Davis Cup. The team, which has reached unprecedented depths in dropping down to group two of the Euro-African zone, was yesterday drawn to play Slovakia next April, probably in Bratislava, and certainly on clay.

The surface is the critical factor, as was demonstrated most recently in Porto six months ago. Then, in a tie which was to be Tony Pickard's last as captain, Britain were defeated by three Portuguese players, all of whom were appreciably lower in the world rankings.

Slovakia have one representative who is both better than Jeremy Bates

and Mark Petchey, the nation's No 1 and No 2. Karol Kucera is seventh. A clay-court specialist, he also promises to attract vociferous local support. Born in Bratislava, he still resides there.

Tall and right-handed, the 20-year-old Kucera does not pose such a significant threat on any other surface (Petchey, for instance, has beaten him twice this year, including in the US Open). Nor would his colleagues, whose status is not so elevated.

On clay, however, Slovakia is considered to be the strongest of the 16 countries in the group with the exception of Ukraine, who can call on Andrei Medvedev. Conversely, Britain cannot be regarded as formidable even when performing on their

1995 DRAW

WORLD GROUP: US v France, Italy v Czech Rep, Denmark v Sweden, Austria v Spain, 5 Africa v Australia, Belgium v Russia, Switzerland v Holland, Germany v Croatia.
First round, Feb 3-5, second round, March 31-April 2, Semi-finals, Sept 22-24, Final, Dec 1-3.

EUROAFRICAN ZONE: Group two, Lithuania v Luxembourg, Nigeria v Poland, Ghana v Ireland, Ivory Coast v Finland, Belarus v Ukraine, Estonia v Latvia, Egypt v Morocco, Slovakia v Britain. First round, April 28-30; second round, July 14-16; third round, Sept 22-24.

favourite surface, grass. Two months ago the team, led for the first time by Billy Knight, went down to their fifth successive defeat. Romania, the unheralded opponents on the Didbury lawn, included a 17-year-old novice who remained unbeaten in the relegation play-off.

Knight, naturally, views the prospect of the inaugural tie against Slovakia with guarded optimism. "If we are going to win promotion, we have got to beat guys like this," he said with logic which was flawless. "If we play well, we have a good chance."

Whatever Britain's fate, the subsequent appointment in September will again be away, in either Egypt or Monaco. Success would lead to an uplifting trip to the winners of that tie. Failure would lead to the most ignominious of journeys to dispense relegation with the losers.

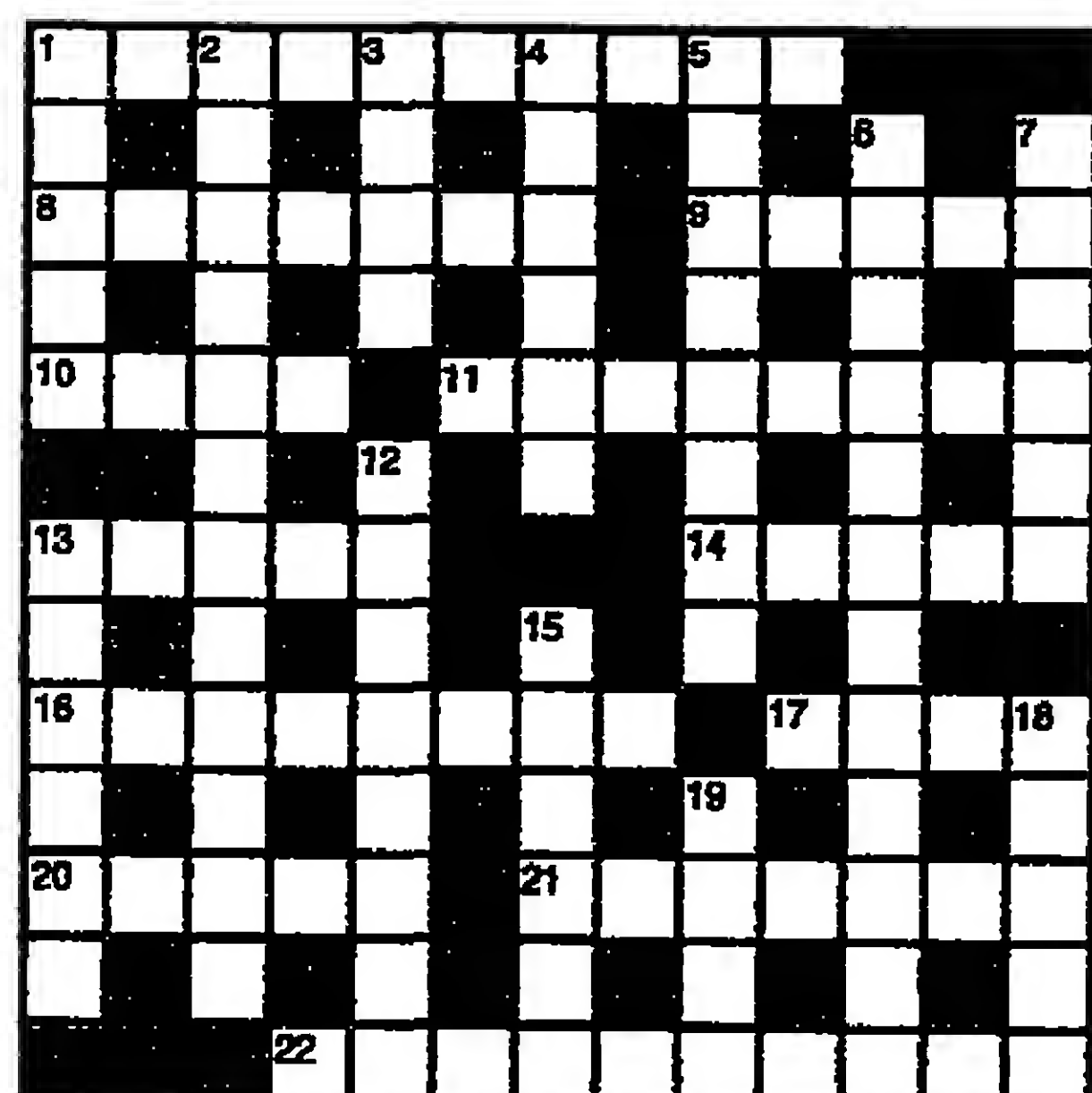
This year's finalists have both been given less than comfortable draws in the world group. Russia and Sweden, who are to meet in Moscow at the beginning of December, will start

their fresh challenges for the Cup in Switzerland and Denmark respectively.

Nor have the top seeds been treated favourably. The United States will play France, and Germany take on the newcomers from Croatia, who are represented by Goran Ivanisevic.

Among a record entry of 115 nations, six will be making their first appearance in the competition next year. They are Bermuda, Ethiopia, Kazakhstan, Macedonia, Moldova and a team formed by islands to be known as Pacific Oceania. In the light of the last two world group matches, it is not wholly unthinkable that Britain might soon be engaging in their company.

Graf pulls out, page 43



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TIMES TWO
CROSSWORD

No 290

ACROSS

- 1 Miss the water (rowing) (5,1,4)
- 8 Twist and curl (7)
- 9 Non-clergymen (5)
- 10 Horse-guiding strap (4)
- 11 Sieve (8)
- 13 Friendliness (5)
- 14 With hemispherical roof (5)
- 16 Delicate (problem): sensitive when touched (8)
- 17 Wicked; paltry (4)
- 20 Organised sound (5)
- 21 Stein (4,3)
- 22 Versatile person (3-7)

DOWN

- 1 Shrink in fear (5)
- 2 An irrevocable commitment has been made (3,3,2,4)
- 3 Has (archaic) (4)
- 4 Make, invent (6)
- 5 Whole crew (3,5)
- 6 He is in disgrace (3,4,2,3)
- 7 (Genetic) cross (6)
- 12 Regularly repeating (8)
- 13 Leaf-turning season (6)
- 15 Air-pressure line on map (6)
- 18 Alp with infamous North Face (5)
- 19 Admirer (4)

SOLUTION TO NO 289

ACROSS: 4 Pop up 7 One's fill 8 Tilt 9 Infamous 10 Safety 13 Junior 14 Choppy 15 Bedsit 18 Overtake 19 Tuft 20 For keeps 21 Shelf

DOWN: 1 Godiva 2 Seethe 3 Effigy 4 Pleasure 5 Polonius 6 Purser 11 Florence 12 Tipstaff 14 Chorus 15 Breaks 16 Dither 17 Infuse

This position is a variation from the game Suny - Kasparov, Graz 1981.

Here Black has a brilliant way to conclude his attack. Can you see it?

Solution, page 42
Raymond Keene, page 6

By Philip Howard

KYLIN

- a. China clay
- b. A boomerang
- c. A fabulous animal

NURAGHE

- a. Contraction of the muscles
- b. A Sardinian tower
- c. An African antelope

QASIDA

- a. A system of exercises
- b. A Japanese password
- c. A panegyric

SHEILTA

- a. A defunct charity
- b. Jargon of vagrants
- c. Third-grade wool

Answers on page 42

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